ALA 1985-86 WORLDWIDE DIRECTORY & FACT BOOK

. . . a valuable reference guide to the military market

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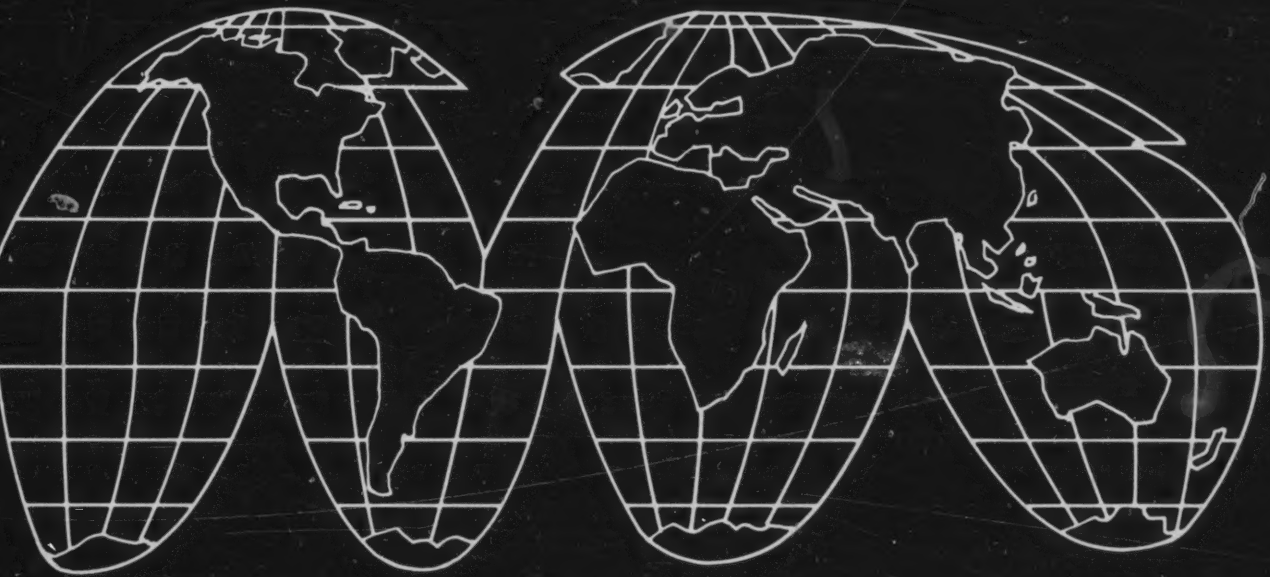

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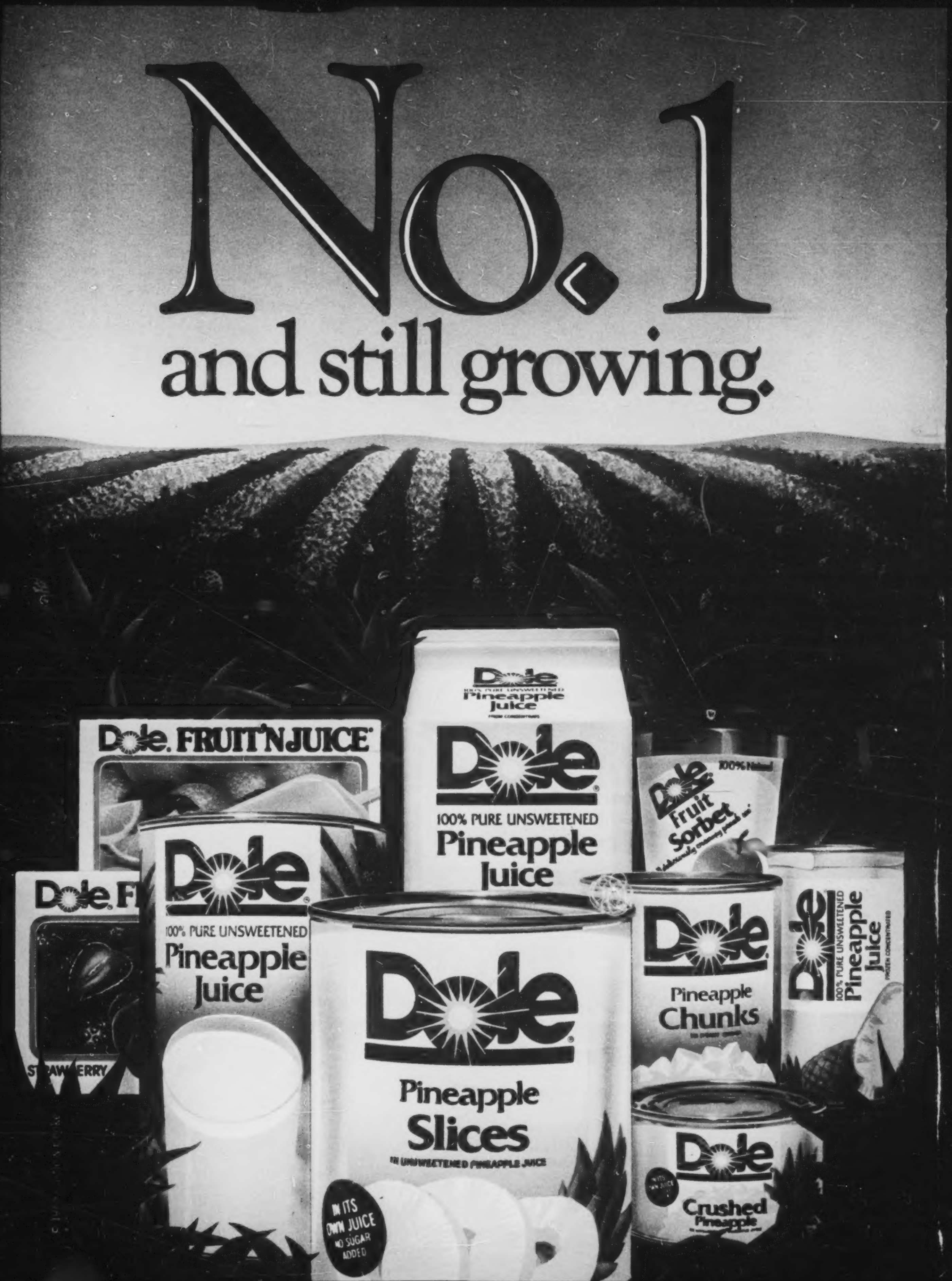
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WORLDWIDE DIRECTORY
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1985–86 WORLDWIDE DIRECTORY & FACT BOOK
Published as a service to members
AMERICAN LOGISTICS ASSOCIATION
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HOW TO USE THIS DIRECTORY & FACT BOOK

A Foreword

As the name suggests, the ALA WORLDWIDE DIRECTORY & FACT BOOK contains all the information you'll need on the ALA and the military resale market.

The scope of "resale" activities is vast. With this in mind, the ALA DIRECTORY has been edited to meet the needs of all professionals associated with the industry's wide-ranging activities. Only the ALA DIRECTORY attempts to publish information that captures the diversity of the market's many dimensions.

Last year and reappearing in this edition is an alphabetical index to *all* listed military and government resale/support professionals. This feature was added to spare you the need to scan entire listings to find the person you want to call or write.

Leaf through the different sections and you'll find that this is one directory worth keeping at your elbow throughout the year.

Naturally, we've tried to include the most accurate information available. For this we extend grateful thanks to ALA members and the military and government agencies whose cooperation and assistance help make this publication possible.

Finding What You Need

This year's ALA DIRECTORY once again comprises 18 mini-directories bound into a one-stop, desk-top reference source. Here's a summary of what you'll find in each section:

1. *ALA Information:* lists the ALA's Board of Directors, officers, executive staff, committees and task force groups, and chapter presidents.
2. *Industry Members:* lists ALA member companies alphabetically by name with address, phone number, voting and corporate members, and description of products/service offered. Also provides Supply Bulletin data.
3. *ALA Broker & Distributor Members:* separate alphabetical lists of ALA-member brokers and distributors. Refer to "Industry Members" listing for full profiles.
4. *Index to Members:* alphabetically lists all ALA individual and "corporate umbrella" members. (Use this to find address/phone number for *anyone* listed in "Industry Members.") Gives ALA chapter affiliations.
5. *Congress:* separate lists of all key House and Senate committees and their respective chairmen. Gives complete names, addresses and phone numbers. An invaluable "legislative alert" resource.
6. *AFCOMS:* lists all key HQ and complex personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.
7. *AAFES:* lists all key HQ, region and area personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.
8. *DLA:* lists all HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission activities.
9. *DPSC:* lists all key HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission resale/troop support programs.
10. *MWR Leisure & Recreation Activities:* separate lists of all key HQ personnel at all four military service branches. Gives addresses, phone numbers and buying procedures.
11. *NAVRESSO:* lists all key HQ and field personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.
12. *TSA:* lists all key HQ and region personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.
13. *Coast Guard (Resale Systems):* lists key HQ and store personnel; gives addresses, phone numbers, sales data, and buying procedures.
14. *Coast Guard (Subsistence):* lists key HQ personnel. Gives addresses, phone numbers, and buying procedures.
15. *Marine Corps (Commissaries):* lists key HQ, complex, and store personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.
16. *Marine Corps (Exchanges):* lists key HQ and store personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.
17. *VCS:* lists all key central and region personnel. Gives addresses, phone numbers, sales/promotion data, and buying procedures.
18. *Index to Resale Professionals:* alphabetically lists *all* personnel in sections 6–17 above.

One last word. If you don't find what you're looking for in the ALA DIRECTORY call on ALA's extensive information resources. We are happy to assist you.

Alan Goldstein

Alan Goldstein
Editor

INTRODUCING THE AMERIC

The American Logistics Association is a voluntary, non-profit trade organization comprised of manufacturers, manufacturers' representatives, distributors and other suppliers of products and services to the government, for resale in military commissaries, exchanges, clubs, and for troop subsistence.

ALA provides a forum where industry executives can meet others facing the same challenges, in liaison with government and military personnel in the military resale marketplace. ALA's publications, conferences and other membership services educate both sides of the marketplace, and ALA plays a leadership watchdog role as it interfaces daily with Congress, government agencies, and military resale commands.

CONVENTION & CONFERENCES. ALA's Annual Convention is *the* industry event. It is the sole opportunity on a national scale for industry businessmen and government/military representatives to convene in pursuit of their common objectives. The Annual Convention strives each year:

- To provide a forum for the open discussion of ideas;
- To promote the exchange of knowledge and experience among industry and military leaders;
- To develop meaningful and thought-provoking education programs;
- To identify industry trends; and
- To encourage the development of membership know-how to achieve industry wide goals.

ALA's Regional Conferences and Roundtables provide the opportunity for company executives, middle-management staff and key supervisory personnel to increase their knowledge and skills through an effective program of ALA training seminars at the regional level.

Held during the year at strategic locations, at home and abroad, ALA's educational programs provide an opportunity for members to meet with military representatives from local commissaries, exchanges and clubs, and other military resale/troop subsistence functions. There they tackle mutual business problems within an atmosphere of learning and cooperation.

The seminars offer insights into the systems and strategies of doing business with government and military agencies.

MILITARY RELATIONS. A spirit of mutual trust and candor has been carefully built over the years between the ALA and the government/military community. Thus, member companies see opportunities to expand their markets, to improve customer services, and to keep abreast of long term trends affecting their business future. By working in coordination with the various military services, ALA members, through committee action, provide information papers based on industry expertise to assist the services in developing future policies and programs.

ALA highly values its good relations with the military services and federal agencies and will, at all times, continue to offer its assistance and involvement in any areas where it has expertise available on issues of concern.

GOVERNMENT RELATIONS. With the steady escalation of government involvement into the day-to-day activities of private business, ALA's efforts to represent the legitimate interests of the military resale/distribution procurement industry have necessarily become one of its most important membership services.

Effective government liaison is a two-pronged effort: first, to educate those who formulate legislation and regulations, thereby insuring as much as possible fair and equitable consideration of industry needs; and second, to defend the industry against ill-conceived legislation and unreasonable restraints.

This activity is of primary importance to ALA for building respect and trust within the Administration, Congress and the Department of Defense.

ALA has been actively involved in legislative action for many years. Its input is a respected and expected part of much of the legislation introduced and studied in Congress and, in many cases, eventually made into law.

Commissary and exchange system funding is a prime concern of ALA's legislative action program, which reaches right down to the local level via ALA Chapters.

ALA also organizes task forces of other trade associations from industries affected by certain issues plus the military associations sharing ALA's stand.

COMMITTEES. Much of ALA's success is dependent upon a strong committee structure of volunteers who give unselfishly of their time as committeemen.

AN LOGISTICS ASSOCIATION

Committees generate positive contributions by vigorously striving to accomplish goals which will benefit the entire industry.

In an effort to have as many members involved in the affairs of the Association as is practically possible, more than 100 members sit on ALA's various committees. Their record of accomplishment is substantial.

PUBLICATIONS. The most vital function of communication with ALA members and the military resale community is done in great part through ALA publications. ALA is the focal point for military marketing information. ALA is proud of the quality of its educational communications materials, a major role in the continuing flow of information on new government/military policies, exchange and commissary system funding, and new techniques and concepts in military resale/distribution marketing. *Interservice* is the ALA's official quarterly magazine structured around indepth editorial content, educating and informing both sides of the military resale marketplace. As a highly effective advertising medium, *Interservice* reaches more than 10,000 military resale professionals and buyers around the world, key Department of Defense personnel, and every member of the Senate and House Armed Services Committees and Appropriations Committees, as well as the ALA's Industry membership. Each issue contains solid features covering topics ranging from metrics in grocery packaging to new products marketing to electronic data interchange (EDI) applied to resale business operations. *Executive Briefing* is the ALA newsletter that concisely sums up *issues* of interest to the membership, presenting the facts in an easy-to-read format. Members look forward to receiving their "*EB*" to start their military marketing week off on the right foot. *Interchange* is a newsy, picture-packed flyer on *people* and *events* in this unique industry. And the publication you are now reading, the *Worldwide Directory & Fact Book*, has become one of the most visible and popular of all ALA membership services. Published annually to coincide with the ALA Annual Convention, the *Directory* serves as a one-stop, desk-top reference source. Contents include thousands of names, addresses, locations and telephone numbers for ALA members and the military and government resale/support agencies they supply; hundreds of facts and figures about ALA Industry members and the resale agencies operating commissaries and exchanges; and numerous illustrations, charts, tables and photographs designed to bring this unique industry, and its key participants, to your fingertips.

CHAPTERS. ALA-member volunteers generate strength for their association by their work at the area chapter level. Strategically located in areas combining industry as well as military activity, ALA chapters draw members to local meetings around the country, in Europe, and the Pacific/Far East.

Chapters provide members with the means to periodically meet and exchange ideas with their peers on both sides of the military marketplace. Through chapters, the national ALA organization receives valuable input and guidance.

Recognizing the right of the membership on the chapter level to be heard in the national ALA forum, chapters annually nominate and elect two members of the national ALA board of directors to serve as representatives from the chapters. A complete list of ALA chapters and their respective presidents may be found in this Directory.

OTHER SERVICES & PROGRAMS. **The ALA Patron Awareness Program** is an ongoing ALA effort to bolster awareness of the value of commissaries, exchanges and other resale outlets, aimed at the "Patron" (military family), the public, Congress and others. **ALA's Annual Report** provides a thorough review of the activities, programs and services which ALA conducts for its members and serves to introduce the benefits of membership to non-member companies. **ALA Legislative Reports** provide periodic updates on the current activities of key government regulatory and military agencies and the impact certain legislation will have on the industry's business relationships and operating procedures. **Chapter Guidelines** are contained in an ALA loose-leaf notebook manual developed for effective ALA chapter management. **Awards Program.** To recognize leadership and to stimulate further interest in the field of military resale marketing, ALA awards go to personnel in the armed forces, students, and industry recipients as well. **Public Relations** has helped the ALA to build a strong, favorable public identity via communications with the consumer, military and industry trade media.

For more information about the American Logistics Association, its activities and programs, and an application for membership, please call the ALA in Washington, D.C. at (202) 466-2520.

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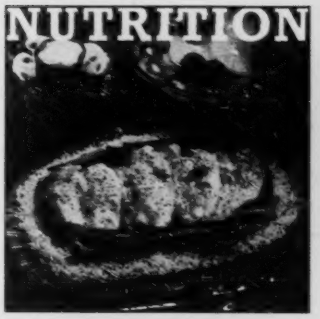

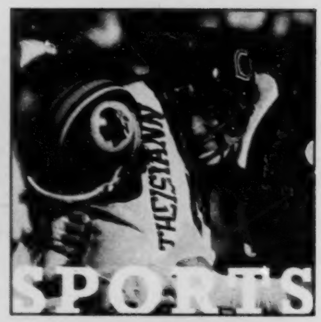

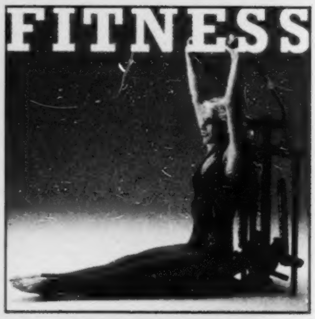

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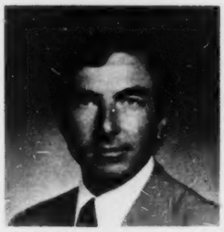
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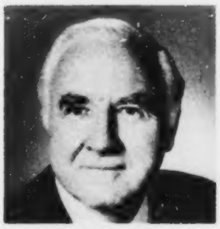
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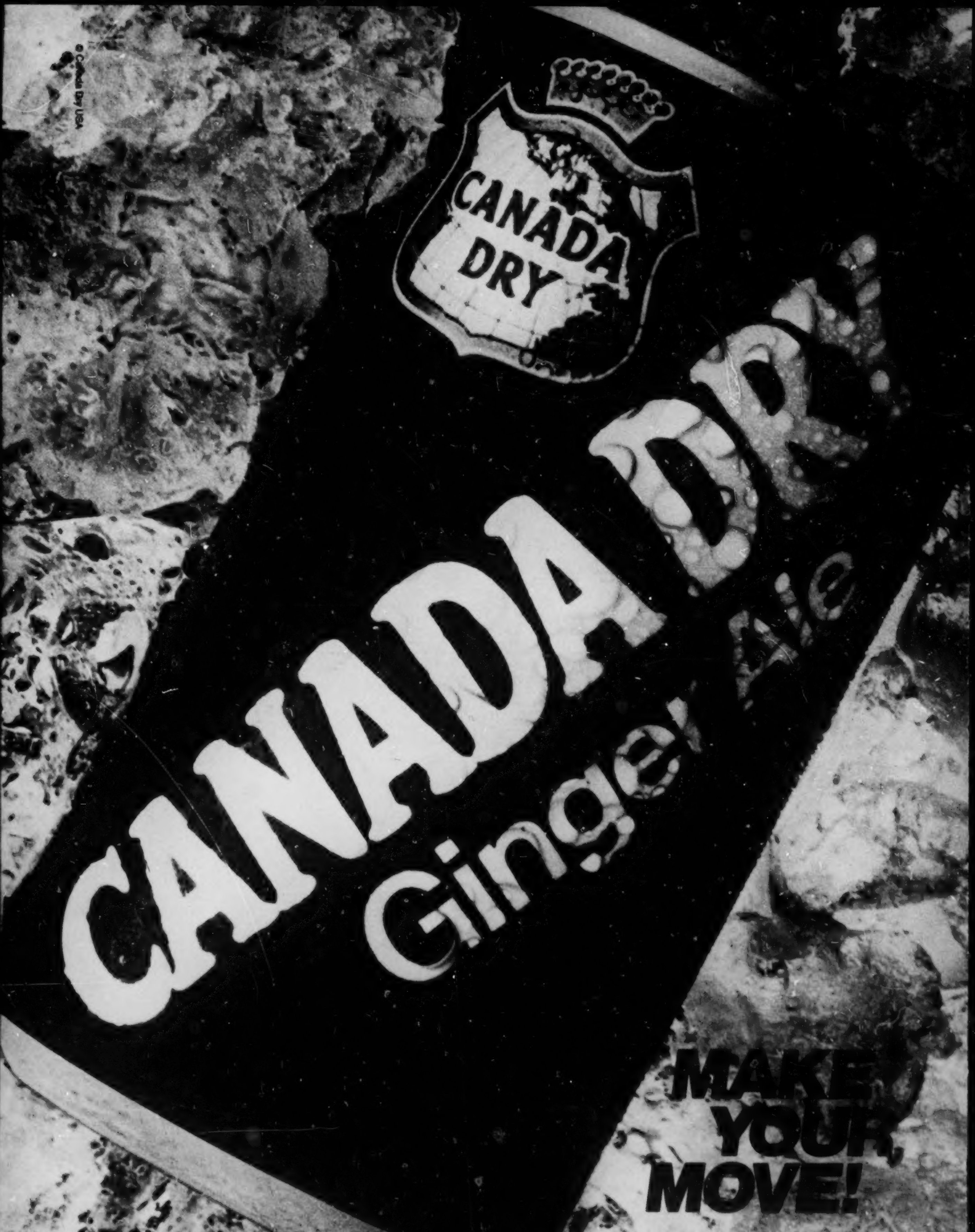
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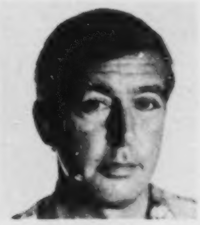
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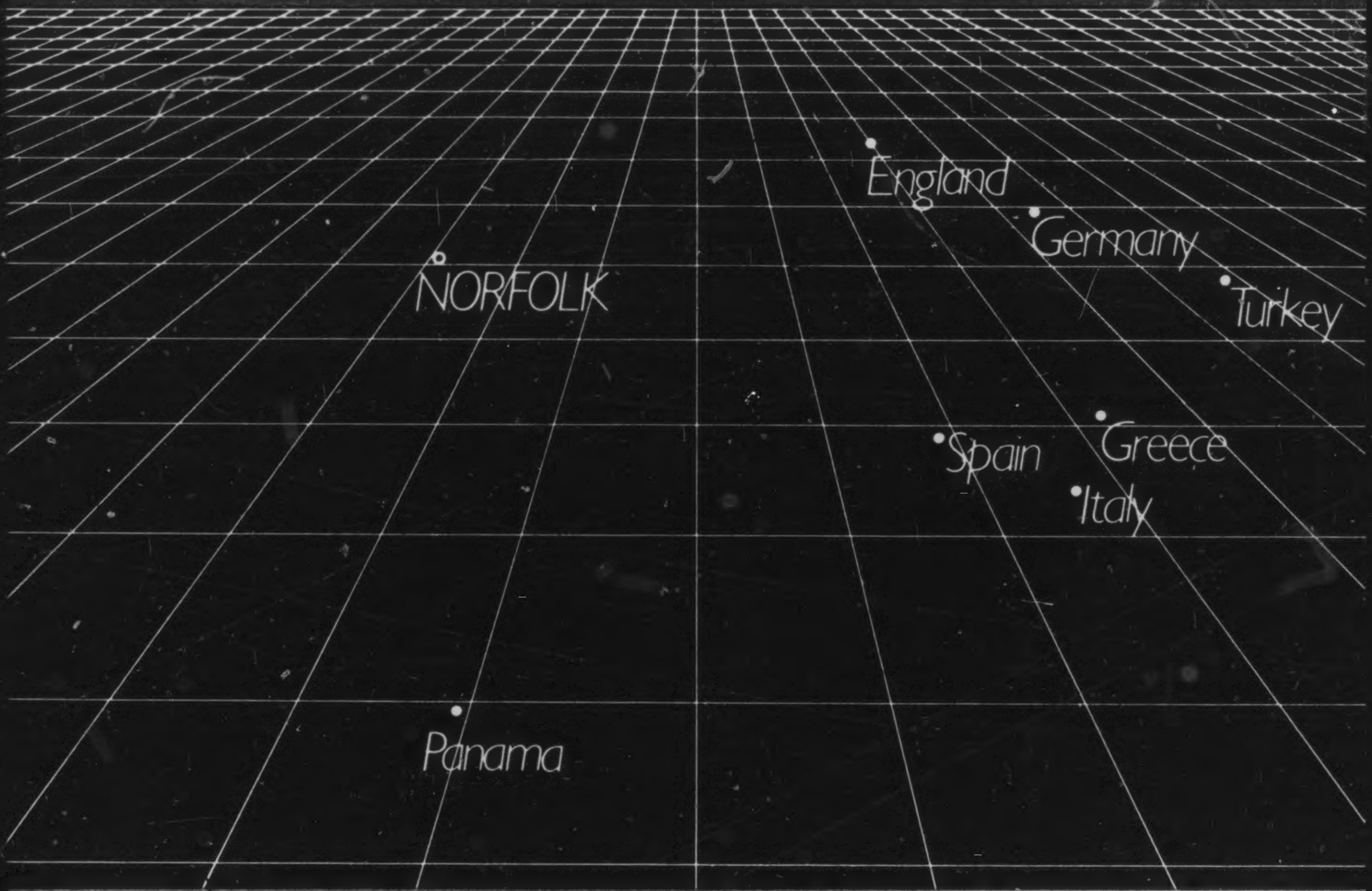
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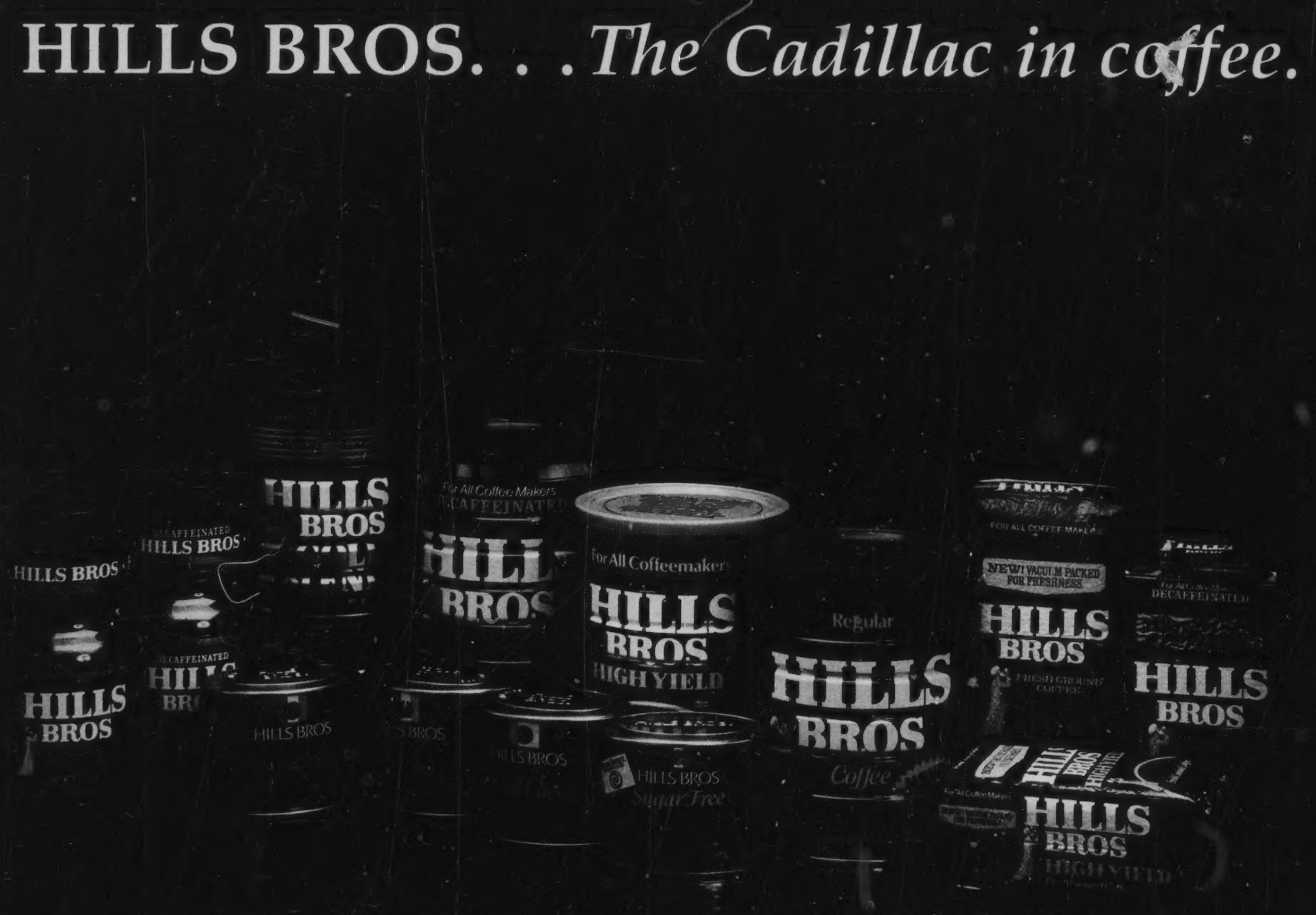
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Since 'corporate umbrella' members may not necessarily be located at the listed company's address or telephone number it is important that reference be made to the **Index to ALA Members,** pages 59-122, where these and all other categories of ALA's membership are alphabetically listed. **The Index to ALA Members** will also indicate individuals' ALA Chapter affiliations, where applicable.

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550 Kearny Street
Suite 1000
San Francisco, CA 94108
(800) 227-4050
Anna Lloyd
Ken Wrightson
Basic American Foods is the world's largest dehydrated potato, onion and garlic processor. Quality and service is our mission. Call our Bid/Sales department toll free (800) 227-4050 for more information.

BEATRICE FOODS COMPANY
Grocery Products Division
2327 Wycliff Street
St. Paul, MN 55114
(612) 645-0635
Orlin Vandeventer
We manufacture Fisher Nut (all types of nuts), Sannna (Swiss Miss), Lowry's (Beef Jerky), Aunt Nellie's (canning company), Martha White (baking mixes), Byrons (barbeque products) and Bonker's (cat treats).
SB 10-500-048

BEATRICE MEATS, INC.
1919 Swift Drive
Oak Brook, IL 60521
(312) 850-7015
W. P. Aalbregtse
J. Micklitsch
P. Rowley
R. W. Stevenson
Turkeys and poultry products, sausages, breakfast strips, processed meat products, canned hams, margarine and pet foods.
SB 10-500-078
SB 10-500-108
SB 10-500-534

BEATRICE/HUNT WESSON FOODS
1645 West Valencia Drive
Fullerton, CA 92634
(714) 680-1000
R. E. Hampton
J. D. Cooley
G. Smith
E. A. Snell

BECTON DICKINSON CONSUMER PRODUCTS
P.O. Box 5000
Rochelle Park, NJ 07622
(301) 795-2494
Scott Baldwin
Louis Marcelina
John McComish
Thomas Sigler

BEECHAM PRODUCTS DIVISION OF BEECHAM, INC.
600 North Bell Avenue
Bldg. 2
Suite 160
Carnegie, PA 15106-1899
(412) 429-2411
John Z. Wilson
Robert M. Lancaster
Manufacturers of HABA/household products: toothpaste, feminine hygiene products, throat and cough lozenges, men's hairdressings, men's shave products, bath products, sleep aids, dryer softeners, dishwasher compound, water softeners and vitamins.
SB 10-500-446

BEECH-NUT NUTRITION CORP.
P.O. BOx 127
Fort Washington, PA 19034
(215) 628-9900
Al Nelson
Chuck Balaris
Howard Pratt
Manufacturers of a complete line of nutritional infant feeding products.
SB 10-500-290

BERLINER FOODS CORPORATION, INC.
7820 Cessna Avenue
Gaithersburg, MD 20879
(301) 258-0600
Jim Moran
Mitch Berliner
Full line distributors of ice cream and frozen speciality items to military commissaries in the Mid-Atlantic Region.

BEST FOODS
A Division of CPC International, Inc.
International Plaza
Box 8000
Englewood Cliffs, NJ 07632
(201) 894-2573
Robert L. Riebow
Best Foods is a processor of grocery and institutional food and household products in worldwide distribution.
SB 10-500-011

BEVERAGES, FOODS AND SERVICE INDUSTRIES, INC.
Subsidiary of Pepsico, Inc.
5310 Harvest Hill Road
Suite 255, Box 137
Dallas, TX 75230
(214) 934-1008
John Meckler
Rene T. Junco
Manufacturers and distributors of canned PEPSI COLA, DIET PEPSI, MOUNTAIN DEW, PEPSI FREE and SUGAR FREE PEPSI FREE for resale in all overseas military exchanges and commissaries.
SB 10-600-047

BIRTCHERD DAIRY, INC.
1600 Monticello Avenue
Norfolk, VA 23501
(804) 622-6501
Gordon Ward
Eugene Dillion
Joseph Hughes
Danny Lovell
Process/distribute full line of diary products for commissary resale and general mess fulfillment. Serving military in Norht Carolina and Virginia for 35 years.

BISEK & COMPANY, INC.
P.O. Box 5387
Virginia Beach, Va 23455
(804) 460-0968
Walter Bisek
Craig Bisek
Manufacturer's representative of food and household products for resale in military commissaries and exchanges worldwide.

BLOCK DRUG COMPANY
257 Cornelison Avenue
Jersey City, NJ 07302
(201) 434-3000
Norman P. Schneller
Peter Mann
G.A. McMullen
John Perry
Manufacturers of Health and Beauty Aids, Denture Cleaners, Adhesives and various HBA products. Household products: 2000 Flushes Automatic Toilet Bowl Cleanser and TNT Insecticides.
SB 10-500-235

BLUEBIRD DISTRIBUTING CO.
1554A Juliesse Avenue
Sacramento, CA 95815
(916) 920-4642
Gordon Rechcygl
Distributor of food products: McCormick Shilling, Sunshine Biscuits, Shasta Beverages, Presto Bags, Revlon Hair Care, etc. to military commissaries and exchanges in the U.S.

BLUE STAR FOODS, INC.
1023 Fourth Street
Council Bluffs, IA 51501
(712) 322-0203
Frank A. Bianco
Thomas Horkan
William Kaplan
Maribeth Powers
Manufacturers of Frozen foods, Entrees, Dining Lite and Morton House and Generic Canned Foods. Largest private label company in the country.
SB 10-500-243

BOB'S DISTRIBUTING CO., INC.
355-East 76th Avenue
Anchorage, AK 99502
(907) 344-6022
Stanley Thomson
James Baumann
Frito Lay Potato Chip distributors to military commissaries and exchanges for the state of Alaska.

BORDEN, INC.
180 East Broad Street
Columbus, OH 43215
(614) 225-4897
Albert Vogler
Bob Gallo
John Goulding
Jon Hettinger
Offers refrigerated cheeses, grocery, confection and related products for resale in military commissaries and exchanges worldwide.
SB 10-500-128
SB 10-500-455

BOSE CORPORATION
100 The Mountain Road
Framingham, MA 01701
(617) 879-7330
Jim Geheran
George Jenkins
Jerry Pine
Manufacturer of Bose Direct Reflecting Loud Speakers for homes, cars and professional sound reinforcement equipment, supported by a worldwide military factory sales-service organization.

BOUDREAUX DISTRIBUTING COMPANY
220 North 47th Avenue \
Phoenix, AZ 85043
(602) 269-5786
Pat Boudreaux
Full Service military distributor to the military resale market for 10 years in Arizona; handle complete lines of dry, frozen and chilled products.

BROWN & WILLIAMSON INTERNATIONAL TOBACCO
P.O. Box 35090
Louisville, KY 40232
(502) 568-7000
J. R. Anders
Frank Galloway
Clark Montgomery
W. B. Wrenn
Manufacturer of tobacco products to U.S. Armed Forces worldwide.
SB 10-500-057

BROWN-FORMAN INTERNATIONAL LTD.
Eichenweg 29/6454
Bruchkoebel
West Germany
Karl E. Haehn
Julios Roso

BRYAN FOODS
P.O. Box 1177
West Point, MS 39773
(601) 494-3741
Bill Lewis
Kim Denton
Reese Griffin
Manufacturer of high quality pork and beef meat products. Full line including Branded and Private Label Retail, Institutional, Canned Meat, Military, and Export.

BUDD STEELE COMPANY
2320 South Third Street
Jacksonville Beach, FL 32250
(904) 246-8211
Bud Steele
Manufacturer's Representatives for uniform shirts and trousers; vitamins and other miscellaneous items for resale in military exchanges in Southeast U.S.

BUNDY VITAMIN COMPANY, INC.
118 Calle de Los Molinos
San Clemente, CA 92672
(714) 492-6132
Gorden D. Bundy
Complete line of vitamins and dietary supplements sold for past 11 years to commissaries and exchanges through a worldwide network of brokers and distributors.
SB 10-500-570

BURGER KING CORPORATION
P.O. Box 520783 GMF
Mail Station 1699
Miami, FL 33152
(305) 596-7737
Timothy Johnson

BURKE DISTRIBUTING CO., INC.
P.O. Box 98748
Tacoma, WA 98498
(206) 922-2992
Kelly Burke
Kevin Burke
A full service military distributor for dry/perishable/frozen foods to commissaries and exchanges in the Pacific Northwest and Alaska. Includes Idaho, Utah, Montana, Washington and Alaska.

C

C & S WHOLESALE GROCERS
Ferry Road
Brattleboro, VT 05301
(802) 257-4371
Lester Cohen
Richard Cohen
Kathleen Halvey
Sam Salamone
Wholesale distribution for some 85 companies; specialists in delivery of groceries, dairy and frozen foods to all military installations in the Northeast Region.

C. B. RAGLAND COMPANY
2720 Eugenia Avenue
Nashville, TN 37204
(605) 259-4622
Mike Hayes
Peter Kahne
Ed Tietgens
Distributor of groceries, frozen food, deli, candy and non-foods to the military in the Southeastern U.S.A.

C. FORSTER GmbH
Martin Luther King Strasse 24
Hanau/Main 1
D-6450
West Germany
Charles J. Forster
Frederick M. Heintz
Jerry H. Huehn
Manufacturers' representatives and distributor.

C. LLOYD JOHNSON COMPANY, INC.
P.O. Box 9448
8031 Hampton Boulevard
Norfolk, VA 23505
(804) 423-2832
C. Lloyd Johnson
Lloyd Johnson
Mike Maraia
Don Nymberg
Offering specialized worldwide sales, marketing and merchandising services for leading manufacturers wishing to do business with commissaries, exchanges, and/or ships afloat.

CALDWELL/REINGOLD GROUP, INC.
310 Madison Avenue
New York, NY 10017
(212) 953-1675
Harry Reingold
Gerri Polcari
A full service advertising agency with a particular specialty in the military market. Curent accounts include Lever Brothers, Borden Foods.

CALIFORNIA ALMOND GROWERS
1802 C Street
Sacramento, CA 95814
(916) 446-8544
Joanne Miller
Charles Harrison
Kathy Kenny
The largest almond processing plant in the world with over 5600 growers. We are under the Blue Diamond label selling Almonds, Pistachios, Macadamias and Hazel Nuts.
SB 10-500-90

CALIFORNIA & WASHINGTON CO.
1575 Old Bayshore Highway
Burlingame, CA 94010
(415) 692-4520
Hermann Lehmann
The preferred brand of deluxe frozen vegtables, fruits, and juices; offering products of unsurpassed quality from the fields of California and the Pacific Northwest. C & W: The Hallmark of Handpicked Quality.
SB 10-500-287

CALIFORNIA MILITARY DISTRIBUTORS, INC.
2929 Kansas Avenue
Riverside, CA 92507
(714) 781-1092
William I. Pope
Full service military distributors specializing in dry, chilled, frozen products covering all bases in Southern California and Southern Nevada.

CALIFORNIA PACIFIC ASSOCIATES
2131 19th Avenue
P.O. Box 16901
San Francisco, CA 94116
(415) 665-2650
Jack F. Pearse
James C. Cooper
Bill Fox
Regis Weingartner
Commercial exporters and distributors of all types of food products; also to military comstores and resale activities in the Pacific.
SB 10-600-038

CAMPBELL SOUP COMPANY
Campbell Place
Camden, NJ 08101
(609) 342-3641
John C. Shimer
Charles D. Edgerton
Mike Postoian
Earl J. Rehmann
Manufacturer of food products: soups, beans, canned pasta, vegetables, juices, canned meats, spaghetti sauces, frozen dinners, pies, entrees and dessert items to military commissaries and exchanges.
SB 10-500-009
SB 10-500-097

CAMPBELL TAGGART, INC.
One of the Anheuser-Busch Companies
8930 Fourwinds Drive
San Antonio, TX 78239
(512) 646-6454
Irv Gerrow
Bud Humphries
Noel L. Kelley III
John Loertcher
'Family of Fine Foods,' encompassing breads, biscuits, cakes, frozen foods & refrigerated products, among many others.

CANON U.S.A., INC.
1 Canon Plaza
Lake Success, NY 11042
(516) 488-6700
Ken Mori
Distributor of photo products, video products and business machines for resale in military exchanges in the U.S.

CAPTAIN KEN'S FIREHOUSE BEANS
344 South Robert Street
St. Paul, MN 55107
(612) 298-0071
Jim Tucker
Manufacturer of high quality Frozen Baked Beans and Frozen Chili with Beans. Available for resale in commissaries worldwide.
SB 10-500-365

CARL BUDDIG & COMPANY
11914 S. Peoria Street
Chicago, IL 60643
(312) 468-0900
Thomas R. Buddig
Barbara Rapchak
Nation's leading manufacturer of smoked sliced meats: Beef, Ham, Turkey, Chicken, Pastrami & Corned Beef, 2 1/2 oz., 4 oz. available. Old Wisconsin Sausage & Old Wisconsin Cheese Products.

CARNATION COMPANY
5045 Wilshire Boulevard
Los Angeles, Ca 90036
(213) 932-6000
Herbert C. Nyberg
Mike Brown
Donald J. Dobie
John H. Ewing
Carnation Company produces and markets grocery and foodservice products, pet foods, scholastic products, and farm animal and specialty feeds.
SB 10-500-370
SB 10-500-373

CARTER-WALLACE, INC.
Carter Products Division
Half Acre Road
P.O. Box 1
Cranbury, NJ 08512
(609) 655-6000
Paul K. Mohrbacher
Rudolph L. Cox
Ted Sheldon
Christine P. Smith
Manufacturer of health and beauty aids, as well as SEA and SKI Suntan Products to be sold worldwide in both Commissaries and Exchange.
SB 10-500-251

CB SALES, INC.
1321 Ashleybrook Lane
Winston-Salem, NC 27103
(919) 768-1211
Cathy Baucom
Manufacturer's representative specializing in products for resale in exchanges and commissaries.

CENTRE BRANDS, INC.
P.O. Box 5647
Riverside, CA 92517
(714) 369-7941
Dean Finnegan
Elissa Blair
Manufacturer of frozen Mexican products, including burritos, enchiladas, tamales and tortillas for resale in military commissaries and exchanges worldwide.
SB 10-500-072

CENTURY SALES, INC.
8084 Cryden Way
Forestville, MD 20747
(301) 568-9231
Philippe Lucier
Charles Labanowski
Distributor and broker of household products and dry food items to military commissaries and exchanges in the U.S.

CHADWICK DISTRIBUTING, INC.
4930-B Jefferson N.E.
Albuquerque, NM 87109
(505) 884-2025
Bill S. Chadwick
Distributor of perishable/non-perishable products to military commissaries and exchanges in the New Mexico and West Texas area.

CHALMERS DISTRIBUTING, INC.
9300 Billy The Kid Street
El Paso, TX 79907
(915) 858-1053
Darrell Chalmers
Distributor of dry, frozen and chilled food and non-food products exclusively to the military in El Paso and Lubbock, Texas and all New Mexico bases.

CHAMPION PRODUCTS, INC.
3141 Monroe Avenue
Rochester, NY 14618
(716) 385-3200
Frank Masterson
Manufacturers of branded sports apparel and licensed pro team apparel for Major League Baseball, National Football League, United States Football League, National Hockey League.

CHATTEM INCORPORATED
Chattem Consumer Products
1715 West 38th Street
Chattanooga, TN 37409
(919) 847-5162
Jack E. Parham
Alex Guerry
Gary Henderson
Bill Norton
Leading manufacturer of Health and Beauty Aids, Fragrances, and Cosmetics sold worldwide.
SB 10-500-628

CHESEBROUGH-POND'S, INC.
33 Benedict Place
Greenwich, CT 06830
(203) 661-2000
Carl D. Ward
Robert G. Fogel
Margaret McPartland
Kevin F. O'Connor
Manufacturer marketer of brand name products: RAGU, BASS, POND'S, ADOLPH'S, CUTEX INTENSIVE CARE, PRINCE MATCHABELLI, Q-TIPS, AZIZA, RAVE, PRINCE VASALINE, BARE TRAPS and PERTUSSIN.
SB 10-500-321
SB 10-500-451

CHIQUITA BRANDS, INC.
15 Mercedes Drive
Montvale, NJ 07645
(201) 391-9200
Paul Beard
Thomas Cullen
Burton Rubin

CHURCH & DWIGHT COMPANY
20 Kingsbridge Road
Piscataway, NJ 08854
(201) 885-1220
TWX 710 480 9286
Michael Ruggiano
Al Nicusanti
Manufacturer of ARM & HAMMER products, including Baking Soda, and Oven Cleaner, among others.
SB 10-500-389

THE CLOROX COMPANY
1530 Dunwoody Village Parkway
Suite 206
Atlanta, GA 30338
(404) 396-2526
W. E. Stanley
S. A. Brawley
Household consumer products including bleaches, hard surface cleaners, drain openers, charcoal, cat litter, air freshener and specialty food products. Represented by Francois Schwarz, Inc.
SB 10-500-138

COCA-COLA COMPANY
P. O. Drawer 1734
Atlanta, GA 30301
(404) 676-3347
Joseph Marshburn
Neil Booth
Peggy Nichol
James Pollan
Coca-Cola Bottlers, Coca-Cola USA, and the Coca-Cola Export Corp. provide packaged soft drinks and syrups to military installations around the world.
SB 10-600-041

COCA-COLA COMPANY
Foods Division
7105 Katy Road
Houston, TX 77024
(713) 868-8100
Dudley R. Jones
George Andrews
G. Milt Dann
John Lesselyong
Manufactures and distributes leading brand name frozen/chilled juices, canned/package fruit drinks and coffee products. Additionally, offers exclusive, military-only Hostess Brand coffee/tea products.
SB 10-500-241
SB 10-500-260

COLGATE-PALMOLIVE COMPANY
300 Park Avenue
New York, NY 10022
(212) 310-2990
Pat Manzione
George Cominskie
Nigel Johnson
Nicholas Scuderi
Manufactures and supplies brand name household and personal care products including detergents, cleansers, soap products and oral care products including toothpaste.
SB 10-500-124

COLONIAL BEEF COMPANY
Food Distribution Center
Philadelphia, PA 19148
(215) 467-0900
Sidney Waxman
Louis Waxman
Frozen Portion Control Meats for Comstores, Service Clubs, Troop Feeding and Exchanges. 'Minute Man' and 'Redicut' Brands.
SB 10-500-429

CONAIR CORPORATION
11 Executive Avenue
Edison, NJ 08817
(201) 287-4800
Dennis Rodney
Manufacturer of Health and Beauty Aid Products and Consumer Electronics.
SB 10-500-640

CONSOLIDATED CIGAR CORPORATION
400 Plaza Drive, Harmon Meadow
Secaucus, NJ 07894
(201) 392-5044
Lewis B. Meyers
Manufacturer of Dutch Masters, El Producto and Muriel cigars to military commissaries and exchanges worldwide.
SB 10-600-011

CONSOLIDATED MILITARY SALES
Unit 2
2120 Corporate Square Boulevard
Jacksonville, FL 32216
(904) 725-7344
William J. Moody
Mike Coppola
We sell perishable and non-perishable items to ships afloat, commissaries and exchanges.

CONTINENTAL BAKING COMPANY
Checkerboard Square
St. Louis, MO 63164
(314) 982-4700
William K. Bassett
Charles D. Watts
Daily deliveries of fresh Wonder and Home Pride bread, roll products and Hostess Cakes, pies and donuts. Products shipped frozen to overseas military installations.
SB 10-500-209

CONTINENTAL MILITARY MARKETING, INC.
P. O. Box 6046
Federal Way, WA 98003
(206) 952-7720
Paul J. Kelley
Carl Cash
Jack Gardner
Clarence Hedden
Continental country - from the Mississippi to California, Alaska, Hawaii and Far East. Experience is our trademark. Specialized in military sales, marketing and merchandising services. The military is our only business.

CORE-MARK DISTRIBUTORS
353 Meyer Circle
Corona, CA 97222
(714) 736-1591
Gordon L. Cramer
Ron Kentish
Bob Umphress
We sell candy, tobacco, cigarettes, cigars, groceries, HABA, sundries, fast foods & frozen foods to exchanges, snack bars, cafeterias, commissaries, vending, Veteran canteens, clubs in Arizona, California, Nevada, Oregon, Washington, Idaho and Wyoming.

CORNING GLASS WORKS
100 First City Bank Center
Suite #703
Richardson, TX 75080
(214) 690-8828
Henry McQueeney
Furnishes Pyrex Ware, Corning Ware products and Corelle for military resale.

CREIGHTON SHIRTMAKERS, INC.
P. O. Box 1797
Reidsville, NC 27320
(919) 349-8275
Albert C. Cohen
Michael Chilton
Manufacturers of uniform shirts, trousers, windbreakers and related items for all military services. Dealing with nations throughout the entire world.

CRESSEY DOCKHAM & COMPANY, INC.
Parade Place
Andover, MA 01810
(617) 662-6800
Jim Oppenheim
Arthur Ansin
Jessie Blackman
Full service wholesale grocer and military distributor serving all of New England and upstate New York. Dry grocery, frozen, dairy, meats, non-foods. Quick, efficient service to commissaries, exchanges.

CROWN ZELLERBACH CORPORATION
One Bush Street
San Francisco, CA 94104
(415) 951-5836
R. D. Haile
S. S. Brannon
G. L. Nelson
P. L. Reiland
Paper products manufacturer, toilet tissue, towels, napkins, facial tissue, waxed paper and lunch bags under trade names NICE AND SOFT, ZEE, SPILL-MATE and HOLIDAY DESIGN.
SB 10-500-148

CULBRO CORPORATION
D/B/A Helme Tobacco Co. & General Cigar Co.
387 Park Avenue South
New York, NY 10016
(212) 561-8700
John M. Chittenden
We sell Smokeless Tobacco Products, Moist Snuffs (Redwood, Silver Creek, Gold River), Loose Leaf Chewing Tobacco (Chattanooga Chew, Country Blend, Mail Pouch, Apple Jack, Lancaster Premium Chew), and Dry Snuff to military commissaries and exchanges. Represented by Dunham & Smith Agencies, Inc., Military Brokers.
SB 10-500-618

D

D & H DISTRIBUTING
106 McNeil
Shreveport, LA 71101
(318) 222-3083
Bill Griffin
Ruthie Griffin
Distributors of dry groceries serving the AFCOMS Delta Complex, Fort Polk (Army) and Memphis Navy commissaries.

DAVID W. MUNCEY, LTD.
Beach Road
Cottenham, Cambridge
England CB4 4RG
(0954) 50448
David W. Muncey
Military sales representatives and marketing specialists to commissaries, exchanges and clubs. Storage and re-distribution facilities available.

DEL MONTE CORPORATION
One Market Plaza
P. O. Box 3575
San Francisco, CA 94119
(415) 442-4000
Edward W. McArthur
Joel Fiegenschue
Timothy D. Hayes
Kenneth W. Hodges
Packers of Del Monte Brand Canned Fruits, Vegetables, Juices, Drinks, Drink Mix and Dried Fruit; Frozen Dinners, Entrees and Baked Goods; Steak Sauce, Mustard, Vinegar, Syrup, Molasses and Ethnic Foods.
SB 10-500-147
SB 10-500-294
SB 10-500-374

DEL MONTE FRANCHISE BEVERAGE
2600 Century Parkway
Atlanta, GA 30345
(404) 321-1776
Frank Dichiaro
Richard Kidder
Michael Leon
Tommy Murray
Featuring a full line of Canada Dry Soft Drinks regular and sugar free, mixers, Sunkist orange soda-regular and diet and Hawaiian Punch.

DEUTSCHE SISI-WERKE GmbH
Rudolf-Wild-Str. 4
6904 Heidelberg-Eppelheim
West Germany
(06221) 69258
Lothar Renner
Gustav Berger
Manufacturer of high quality fruit drinks in flexible pouches.

DHC-WERBUNG GmbH
Erthalstrasse 1
6500 Mainz
West Germany
(06131) 67605154
Dorle Kuehl
Advertising Agency specializing in reaching the military market in Germany. Publisher of Pocket-Guide Calendar, distributed to new arrivals. Circulation: 90,000.

DICK HUGHES & CO., INC.
100 Moss Drive
San Antonio, TX 78213
(512) 344-6880
Dick Hughes
Andy Anderson
Lorenzo A. (Joe) Serbinio
Military broker serving commissaries in the Southwest U.S., and Panama.

DISTRIBUTION SERVICES
600 South East Coast Avenue
Latana, FL 33464
(305) 586-1111
Neil Carey

DIXON MARKETING, INC.
501 Center Boulevard
P.O. Box 1618
Kinston, NC 28501
(919) 522-2022
Virgil H. Dixon
Laura Dixon
Garland H. Hendricks
Gerald I. Maurer
Full-service manufacturer's representative firm, with over 200 employees, offering complete coverage of both the commissary and exchange systems worldwide.

DOLE PROCESSED FOODS COMPANY
50 California Street
San Francisco, CA 94111
(415) 788-3653
Kenneth G. Seeborg
David G. Sjostrom
Dole Pineapple Products, Dole brand frozen and chilled Pineapple juice.
SB 10-500-421

DON-RON COMPANY
Military Marketing Specialist
P.O. Box 363
Erwin, NC 28339
(919) 897-5542/8910/8849
Don Davis
Shelton Beasley
Ron Davis
Full service brokerage east of the Mississippi focusing on all military commissaries and exchanges. Our sales force is able to place your products on our customers' table.

DONALD W. DICKERSON
P.O. Box 6-3600 El Dorado
Panama, Republic of Panama
Deborah Dickerson
Patrick Canavaggio
Enrique Castrellon
Rachel Dickerson
Brokers for military commissaries, exchanges and other military installations in Panama.

THE DOW CHEMICAL COMPANY
Consumer Products Division
P.O. Box 68511
Indianapolis, IN 46268
(317) 873-7370
Roland J. Preuss
Wendell Hall
Don Speck
Rick Werhel
Offers: plastic wraps/bags for food protection (Ziploc, Saran Wrap, Handi-Wrap); household cleaners (Dow Bathroom Cleaner, Dow Oven Cleaner, Tough Act)
SB 10-500-363

DOWNEY COMMUNICATIONS, INC.
1732 Wisconsin Avenue, NW
Washington DC 20007
(202) 944-4000
Edward Downey
William Bennett
Jim Clites
George Smith
Publishes Ladycom Magazine, distributed worldwide in military commissaries. Readership: over one million. Also operates Military Audits of Market Information that Produces and markets product movement reports for commissaries.

DR. PEPPER COMPANY
P.O. Box 225086
Dallas, TX 75265
(214) 824-0331
K. P. Couvillion
Jack Briggman
Randy Slaughter
Manufacturer of soft drinks made available for resale to military commissaries and exchanges worldwide.
SB 10-600-010

THE DRUMMERS
405 N. Wabash Avenue
River Plaza
Chicago, IL 60611
(312) 664-8906/8907
John G. Anastos
Military Advertising & Public Relations Agency.

DUFFY-MOTT COMPANY, INC.
High Ridge Park
Stamford, CT 06905
(203) 968-7500
William T. Sanders
Herb Falkenburg
Clayton L. Thompson
Robert Zapletal
Manufacturers of MOTT'S APPLE SAUCE, APPLE JUICE, MOTT'S NATURAL STYLE APPLE SAUCE, APPLE JUICE, CLAMATO, BEEFAMATO, GRANDMA'S MOLASSES, AND SUPER MOTT PRUNE JUICE.
SB 10-500-341

DUNHAM & SMITH AGENCIES, INC.
39 Lewis Street
Greenwich, CT 06830
(203) 869-7300
Richard Rist
Eugene H. O'Brien
William H. Hildebrand
Robert E. Wright
Marketing and Sales representatives for leading brand name products to military commissaries, exchanges and clubs world-wide.

DURKEE FAMOUS FOODS
24600 Center Ridge Road
Westlake, OH 44145
(216) 344-8000
C. R. Woodruff
J. J. Appleby
E. J. Nehiley
Lou Rich
Spices, extracts, dry sauce/gravy mixes, coconut, potato sticks, french fried onions, BBQ sauce, hot sauce, canned fish, olives, maraschino cherries, cocktail onions, cake decorations.
SB 10-500-040

E

EARLY CALIFORNIA FOODS, INC.
10906 Wilshire Blvd. #500
Los Angeles, CA 90024
(213) 879-1480
James Amthor
Manufacturer of olives (Spanish and California), bar supplies, mayonnaise, salad dressing and wine to military commissaries and exchanges worldwide.
SB 10-500-390

EASTMAN KODAK COMPANY
343 State Street
Rochester, NY 14650
(716) 724-4140
Frank J. Carnevale
Leo J. Cavanagh
Hugh J. Reinhard
Kodak products for resale are: cameras, projectors, black-and-white and color films, processing mailers and services, electronic equipment, video tapes and diskettes.

ECONOMICS LABORATORY, INC.
Four Corporate Park Drive
White Plains, NY 10604
(914) 694-8626
Michael Pedreira
Edwin L. Jean II
Manufacturer of automatic dishwasher detergents, rinse additives, fabric softeners, cleaners, rust/kitchen/bathroom/toilet cleaners, liquid soaps sold in commissaries/exchanges worldwide.
SB 10-500-313

ELIZABETH ARDEN, INC.
Park Avenue Plaza
55 East 52nd Street
New York, NY 10055-0191
(212) 407-1136
Joan U. Jealous
Manufacturer of cosmetics and fragrances for resale to exchanges worldwide.

EMBORG FOODS GmbH
Daimlerstrasse 3
6374 Steinbach/TS
Frankfurt/Main
West Germany
061-717771
Rene Hintjens
Josef Hoffmann
John Munoz
Carl-Hermann Niemeyer

EMBOS IMPORT-EXPORT-HANDEL GmbH
Julianianstrasse 22
6000 Frankfurt/Main 1
West Germany
Tel: 069-5900061
Telex: 414561 Icod
Jeffrey Bosworth
Johann Embacher

EMCO SALES CO., INC.
Woodbury Bldg., Box B
Hampton, NH 03842
(603) 926-8761
Michael E. Difilippo, Sr.
Military broker servicing commissaries and exchanges.

EURPAC SERVICE, INC.
170 Mason Street
P.O. Box 1787
Greenwich, CT 06836-1787
(203) 622-8400
J. Anthony Fulton
A. I. 'Sonny' Austin
Vince Coppa
J. Milton Kyle
Representing manufacturers through three sales forces who provide sales and service to the military exchanges, commissaries, overseas and ships afloat worldwide.

EXCHANGE & COMMISSARY SALES, INC.
3872 San Jose Park Drive
Jacksonville, FL 32217
(904) 731-8500
Keith Kaczorowski
Ed Glover
Harvey Sussman
Provides comprehensive sales, marketing and consulting services to manufacturers desiring to increase their market share of the worldwide military resale system.

EXECUTIVE BUSINESS MEDIA
Box 1500
Westbury, NY 11590
(516) 334-3030
Murry Greenwald
Joseph Haik
Robert Moran
L. F. Rolen
Publishers, Advertising Representatives. Trade: Exchange & Commissary News, Club & Food Service. Consumer: Europe: R&R; Shoppers Biweekly News; Overseas! Far East: Okinawa Today. Conus: 180 Military Base Newspapers; Instore Commissary Flyers.

F

FABERGE, INC.
1345 Avenue of the Americas
New York, NY 10105
(212) 581-3500
W. Ernest Rich
Manufacturer of Men's and Women's Fragrances, Health & Beauty Aids, Shampoos and Hair Sprays to the Veterans Adminstration and Military Commissaries and Exchanges worldwide.
SB 10-500-197

FAMILY MAGAZINE
9 East 41st Street
New York, NY 10017
(212) 661-6550
Joseph A. Mugnai
Ed Koch
Robert Niedrich
Michael Salata
Publishing exclusively for American military housewives since 1958. 525,000 copies containing military family editorial, advertising and couponing are hand distributed to commissary shoppers worldwide.

FARLEY CANDY COMPANY
P.O. Box 25
Skokie, IL 60076
(312) 673-7200
Eugene Allen
Larry Scrivner
John Staley
Prime manufacturers of quality candies. Bulk and packaged Jells, Jelly Beans, JuJu Lozenges, Chocolate, Chocolate Flavor, and Natural Snack Items.

FEDERATED MILITARY SALES CORPORATION
3025 W. Salt Creek Lane
Arlington Heights, IL 60005
(312) 577-1200
Michael C. Fuller
Donald Albrecht
Raymond Hafertepe
Charles Palmgren
SB 10-500-625

FEMIC/DANAL
11 Maple Steet
North Providence, RI 02911
(401) 231-3800
R. L. Phipps
Gerald Cerece
Jack Flynn
Dan Triangolo

FIDELITY, INC.
No. 3 Embarcadero Center
Suite 2500
San Francisco, CA 94111
(415) 392-2122
William T. Fisher
Sales and distribution within the military market.

FLASH STEAK COMPANY, INC.
7959 Paramount Boulevard
Pico Rivera, CA 90660
(213) 949-2558
Chris Sanchez
Distributors of frozen and dry items to military commissaries and exchanges in Southern California.

FLEMING COMPANIES, INC.
6301 Waterford Blvd.
Box 26647
Oklahoma City, OK 73126
(405) 841-8458
Robert Pitts
Charles Gates
Bob Shields
Roy W. Spencer
Procurement and distribution of meat, produce, frozen foods, dairy/deli, groceries and general merchandise for resale in commissaries in 27 states.

FOOD SERVICE COMPANY WEST FLORIDA, INC.
P.O. Box 4664
Pensacola, FL 32507
(904) 455-2681
Allen Evans
Ron Coggins
James Evans
Jerry Thomas
Distributors of dry, chill, and frozen products to commissary stores and exchanges in Alabama and Florida.

FOSTER GRANT CORPORATION
289 North Main Street
Leominster, MA 01453
(617) 534-6511
Robert Couillard
Richard Schleigh

FRANCOIS L. SCHWARZ, INC.
5505 Gray Street
Tampa, FL 33609
(813) 879-8013
Charles H. Bridges
Jeffrey W. Brown
Jeffrey P. Hausman
Clifford T. Melton
Worldwide sales and marketing specialists to the total military market.

FRITO-LAY, INC.
P.O. Box 35034
Dallas, TX 75235
(214) 351-7088
John Patrick
Bud Hand
George Wessberg
Felicia Zimmerman
Manufacturers and marketer of potato chips, corn chip, tortilla chips, cheese flavored puffs, pretzels, crackers, cookies, jerky beef sticks, and specialty snacks for resale in military commissaries and exchanges worldwide.
SB 10-500-274

FRONT RANGE DISTRIBUTORS
735 Valley Street
Colorado Springs, CO 80915
(303) 574-2823
Richard Laraia
Ethan Hokit
Pat Hokit
Cheryl Laraia
We are a full service Military Distributor of food and non-food, frozen and chilled products to commissaries in Colorado and Wyoming.

FUJI PHOTO FILM USA, INC.
350 5th Avenue
New York, NY 10118
(212) 736-3335
Robert Ferguson

G

GALLETTI BROTHERS FOODS
1729 E. 21st Street
Los Angeles, CA 90058
(213) 744-1830
Vaughn R. Clark
Al Galletti
Chuck Pope
A complete line of gourmet seafoods (frozen). Available in tray-pack or boxed. Complete with cooking suggestions and nutritional information. Random weight with UPC scannable price label.
SB 10-500-317

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1 South Main Street
Coventry, RI 02816
(401) 821-1450
Louis A. Lanoie
Louis Lanoie
Jerry W. Buterbaugh
David Wischnowsky

GATEWAY MARKETING, INC.
Scheiserstrasse 6
6200 Wiesbaden-Nordenstadt
West Germany
Telex: 4 182 431 gtwy d
Tel: 0 61 22/1 50 96
Harold Poel
Harrison Aiken
Robert Young
Manufacturers' Representatives.

GENERAL ELECTRIC COMPANY
1285 Boston Avenue
Bridgeport, CT 06602
(203) 382-2000
John Dineen
Walter Buckert
Manufacturers of radio, tape, CB/WT and telephones.
SB 10-500-475

GENERAL FOODS CORPORATION
250 North Street
White Plains, NY 10625
(914) 335-2500
Ellis H. Reynolds
A. Rich Carani
Jerry S. McDaniel
Lloyd A. Nelson
Manufactures packaged convenience food products broken out into six major categories. .coffee, breakfast foods, desserts, beverages, frozen goods and main meal.
SB 10-500-058
SB 10-500-153

GENERAL MILLS, INC.
P.O. Box 1113
Minneapolis, MN 55440
(612) 540-3139
F. William Kastor
J. M. Gasch
Steve Smith
C. L. Williams
Grocery Products Sales Division specializes in processed grain products; i.e., family flour, dessert and baking mixes,casseroles, ready-to-eat cereals, instant potatoes and granola snacks.
SB 10-500-050

GEORGE A. HORMEL & CO.
P.O. Box 800
Austin, MN 55912
(507) 437-5474
R. H. Lommen
Al Fleiner
James E. Hall
Robert F. Patterson
Meat Packing Plant which distributes meats, canned products and frozen items to military commissaries and exchanges worldwide.
SB 10-500-084 (A&B)

GEORGE E. ABBOTT & CO., INC.
92 W. Main Street
Chester, CT 06412
(203) 526-9531
Allen Abbott
Richard Pettit
William Reed
Hal Whitaker
Manufacture's representatives for U.S. military commissaries and exchanges on a worldwide basis for a limited number of nationally known brand name manufacturers.

GEORGIA-PACIFIC CORPORATION
Consumer Paper Products Division
320 Post Road
Darien, CT 06820
(203) 655-1100
James Dulin
David W. Buckley
Lannie Erickson
Manufacturer of assorted household paper products including Delta, MD, Hudson and Mr. Big, Coronet Brands.
SB 10-500-430

GERBER PRODUCTS COMPANY
445 State Street
Fremont, MI 49412
(616) 928-2000
William Yates
Arnold Anderson
Charles E. Brown
Howard Snyder
Full lines of baby food (strained, junior, meat, juice, cereal and bakery) plus general merchandise products (clothing, toys and accessories).
SB 10-500-109

GILLETTE COMPANY
Prudential Tower/24
Boston, MA 02199
(617) 421-8166
Arthur D. Kiernan
Peter C. Alltop
Steve Pedersen
Manufacturer of blades, razors, Cricket disposable lighters, deodorants, shaving creams, hair care products, Paper Mate writing instruments and Oral B Products to military commissaries and exchanges worldwide.
SB 10-500-448

GOLDEN FOOD PRODUCTS, INC.
1031 44th Street
Newports News, VA 23607
(804) 497-4097
Irvin Holszweig
David Ruben
Frank Ruben
Distributor of L. G. Potato Chips and snacks to commissaries, exchanges and military clubs in the Hampton Roads, VA area.

GOLDEN GRAIN MACARONI CO.
1111-139th Avenue
San Leandro. CA 94578
(415) 357-8400
Donald Rittenhouse
Max Boswell
Bruce Heron
John Palazzo
Manufacturer of Pasta Products, Rice-A-Roni Flavored Rice Mixes, Noodle Dinners, Dried Beans, Rice, Soup Mixes, Ghirardelli Chocolate Products and Vernell's Fine Candies.
SB 10-500-416

GOODMARK FOODS, INC.
P.O. Box 18300
Raleigh, NC 27619
(919) 872-2800
Tim Walsh
Kevin Migdale
Robert Stern
Manufacturer of Snack Food Products: Slim Jims, Pemmican, Penrose, Andy Capp's Grain Snacks to military commissaries, exchanges and ships afloat worldwide.

GOYA DE PUERTO RICO, INC.
P.O. Box 1467
Bayamon, PR 00619
(809) 786-1545
Frank Unanue
Augusto Ledesma

GOYA FOODS, INC.
100 Seaview Drive
Seccacus, NJ 07094
(201) 348-4900
John Raimondi
Hispanic foods manufacturer: beans, rice, olives/oil, malta; imported seafoods, spices, nectars, cream of coconut (for Pina Colladas) for military resale worldwide.
SB 10-500-212

GREEN SPOT (MIDDLE EAST) LTD
1300 Dove St. Suite 100
Newport Beach, CA 92660
(714) 476-2210
Edward Babic
David Feyk
Dwayne Lee
David Place
Distributors of Green Spot and Good Buddies beverages to military commissaries and exchanges worldwide.

GWALTNEY OF SMITHFIELD, LTD
P.O. Box 489
Smithfield, VA 23430
(804) 357-3131
Billy Redd
Frank Kutcher
D. F. Radcliffe
J. C. Watts
Full line processors of fresh, smoked and packaged meats to European commissaries, Army, Air Force and Navy.

H

H & H FOODS, INC.
P.O. Box 5561
Shreveport, LA 71105
Don Horn
Walter Merick

H. J. HEINZ COMPANY
P.O. Box 57
Pittsburgh, PA 15230
(412) 237-5757
A. J. (Al) Skorupka
Chuck Frank
Cliff Fredrickson
Manufacturer of: Baby Food, Beans, Meat Sauces, Barbecue Sauce, Worestershire Sauce, Pureed Foods, Entrees, Mustard, Pickles, Relish, Peppers, Gravy, Soups, Vinegar, Ketchup, Weight Watchers Products and Alba Brand Products.
SB 10-500-098

H. P. HOOD, INC.
500 Rutherford Avenue
Boston, MA 02129
(617) 242-0600
Donna Endslow
H. P. Hood/Clearfield Cheese, Inc. is a Natural Diary Foods Company marketing a complete line of refrigerated products
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25th & McGee
P.O. Box 580 (Mail drop 219)
Kansas City, MO 64141
Jim Foster
Andy Anderson
Ken Cook
Bob Frazier

HAMBERGER ENTERPRISES, INC.
7204 Wimsatt Road
Springfield, VA 22151
(703) 941-8818
Arnold Hamberger, Jr.
Steven Hamberger
Kelly Kelley
Francis Landrum

HANOVER BRANDS, INC.
Route 116 and Rodge Avenue
P.O. Box 334
Hanover, PA 17331
(717) 632-6000
Telex: 840-401
Dwight Summers
Andrew Murray
Hanover Brand pork & beans, kidney beans, miscellaneous bean products. Hanover salads in glass. Hanover frozen vegetables & vegetable blends. Superfine onions. Myers frozen entrees. Aunt Kitty's specialty soups.
SB 10-500-330

HAROLD S. STEIN & ASSOCIATES
2658 Bridgeway
Sausalito, CA 94965
(415) 332-6651
Harold S. Stein
Master Brokers for food manufacturers offering complete coverage to the military resale stores worldwide.

HARTZ MOUNTAIN CORPORATION
700 South Fourth Street
Harrison, NJ 07029
(201) 481-4800
Arthor H. Pym
Manufacturer of pet supplies. Direct and full service available for exchanges. Manufacturer of rug cleaning supplies (Carpet Magic) including machine rentals.

HASH MARK ASSOCIATES, INC.
P.O. Box 116754
Carrollton, TX 75011
(214) 245-6921
William Lowell
Edith Lowell
Manufacturer's representatives specializing exclusively in the sale and merchandising of brand name consumer products to the four exchange systems of the U.S. Armed Forces only on a worldwide basis.

HAWAII MEAT COMPANY
P.O. Box 3259
Honolulu, HI 96801
(808) 845-2941
Ronald H. Rea
Joe Steeholm
Herman Zulueta
Products and manufaucturer of carcass and boxed beef; wholesale distributor for pork, poultry and seafood.

HELENE CURTIS INDUSTRIES, INC.
325 N. Wells Street
Chicago, IL 60610
(312) 661-0222
George Baltic
Manufacturer of hair care and skin care products for resale in military commissaries and exchanges worldwide.
SB 10-500-126

HERB-OX SALES, INC.
P.O. Box N
746 Mamaroneck Avenue
Mamaroneck, NY 10543
(914) 698-7900
Karl Manchon
Howard Lazar
Herb-Ox Bouillon Cubes, Instant Bouillon, Broth and Seasoning Packets, Low Sodium Broth and Seasoning Packets - The ONLY complete line of boullon products.
SB 10-500-383

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Cheverly, MD 20781
(301) 322-3040
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Izzy Peltin
Distributor of perishable food products in the Capital area including Dannon Yogurt, Marie's Dressing, HH Fine Products, Say Cheese, R-W, Imported & Domestic Cheeses, Jimmy Dean Sausage, Plumrose Ham, Mexicali, Maybud, Laughing Coe, Alouette, Wispride, Gererd, lie de France.

HERSHEY CHOCOLATE COMPANY
19 East Chocolate Avenue
Hershey, PA 17033
(717) 534-4200
Christopher J. Coyle
H. T. Cook
C. R. Kelly
Manufacturers of Hershey's, Reese's and Y&S Candies branded confectionery and grocery products. Products are available to worldwide commissaries and exchanges.
SB 10-500-055

HERSHEY PASTA GROUP
One Chocolate Avenue
Hershey, PA 17033
(717) 534-5546
Dick McCauley
Bill Pace
Harry Westfall
Full-line pasta manufaturer. Full commitment to Military Resale System through Hershey Pasta Group brands, nation-wide network of military brokers and sales representatives.
SB 10-500-184

HERTA KG
Westerholter WEG 750-770
4352 Herten
West Germany
Lutz Dechamps
Roger Becker
Hans Mettke
Manufacturer of specialty meats.

HIGHPLAINS MARKETING SERVICES, INC.
8000 E. Girard Avenue
Suite 512
Denver, CO 80231
(303) 695-8899
Donald Goetz

HILLS BROS. COFFEE, INC.
Two Harrison Street
San Francisco, CA 94120
(415) 546-4665
J. F. Seibel
Importers, manufacturers and distributors of coffee and related beverage products made available for resale in commissaries, exchanges and for military clubs worldwide.
SB 10-500-032

HOERTER PROVISION CO., INC.
P.O. Box 37
Swedesboro, NJ 08085
(609) 467-3232
Ronald B. Hoerter
William B. Hoerter
Military only distributor of frozen, chill and grocery items. Central Eastern States. Also public warehousing facilities.

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2815 Clearwater Road
St. Cloud, MN 56301
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William Holes
Brad Holes
Dean Waibel
Manufacturers of fine quality photograph albums, scrapbooks, address books, diaries, and all types of social books. Also Avialable are a full line of licensed character gift and stationery paper products.

I

IMBA SALES COMPANY
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Suite 357
Virginia Beach, VA 23462
(804) 485-5241
Marvin Kenan
Bernie Arnold
Jim Moran
Nick Nakielny
Regional brokerage organization comprised of independent exclusive military brokers serving all commissaries East of the Mississippi River, with own (and joint IMBA) name items.

INNOVATIVE TIME CORPORATION
6054 Corte del Cedro
Carlsbad, CA 92008
(619) 438-0595
Mary O'Connor
Manufacturer of men's and ladies' fashion/sports and electronic digital watches for resale to all military exchanges and ships afloat worldwide.

INTERNATIONAL MERCANTILE GmbH
Rossmarkt 21
D-6000 Frankfurt/M 1
West Germany
(069) 284504
Telex: 4170230
Joseph H. Koedding
Thomas Moffat
Military brokers to commissaries and exchanges in Europe.

INTERNATIONAL PLAYTEX
700 Fairfield Avenue
Stamford, CT 06904
(203) 356-8183
Phil Todaro
Manufacturers of WOW bras, Playtex bras and girdles, Super Look panties.

J

J. A. SHAROFF & COMPANY
3825 Lafayette Street
P.O. Box 1760
Denver, CO 80201
(303) 294-0555
Cynthia Stephens
Charles F. Lindstrom
Primary distributor of frozen, refrigerated, and dry goods in Colorado; delivery agent for 50 brand name manufacturer, serving commissaries/exchanges in Colorado and Wyoming.

J. D. INTERNATIONAL
P.O. Box 2817
Springfield, VA 22152
(703) 250-8071
Jim Murphy
Diane Murphy
Food brokers serving the military commissary market specializing in the sale of perishable commodities.
SB 10-500-106

J. M. SMUCKER COMPANY
P.O. Box 280
Orrville, OH 44667
(216) 682-0015
Donald V. Todd
Kenneth E. Dountz
Bruce Hume
Apple butter, Preserves, Jams & Jellies, Ice Cream Toppings, Fruit Syrups, Natural Peanut Butter, Goober, Gift Boxes.
SB 10-500-325

J. T. HERVEY & ASSOCIATES, INC.
P.O. Box 76
San Carlos, CA 94070
(415) 592-8890
Jack Hervey
Ralph Finely
Henry Duke
Bill Kelso
A broker for Military Sales in the Western States.

JAMES RIVER CORPORATION
800 Connecticut Avenue
P.O. Box 6000
Norwalk, CT 06856
(203) 854-2407
Robert F. Patrick
Dick Holzer
Manufacturer of Consumer Brands: Northern--Brawny--Bolt--Vanity Fair Tissue Products--Dixie Consumer Cups & Plates.
SB 10-500-431

JBL INCORPORATED
8500 Balboa Boulevard
Northridge, CA 91329
(818) 893-8411
Loye Bechtold
JBL--Home, Automotive and Professional Loudspeaker Systems.

JENO'S, INC.
P.O. Box 200
Casselberry, FL 32707
(305) 830-2400
Gary Lund
Manufacturers of: Jeno's Frozen Pizza, Jeno's Frozen Hot Snacks (Pizza Roll Brand Party Snacks, Egg Rolls , Pizza Snack Tray, Jeno's Sauceless Boxed Pasta, Chef Saluto Frozen Pizza.)
SB 10-500-300

JENSEN SOUND LABORATORIES
International Division of Esmark
4136 N. United Parkway
Schiller Park, IL 60176
(312) 671-5680
Steve Sienicki
Manufactures automotive and home audio products; three additional divisions within Jensen include ADVENT speakers, DISCWASHER record care products and PHASE LINEAR home audio products.

JFC INTERNATIONAL, INC.
349 Allerton Avenue
So. San Francisco, CA 94080
(415) 873-8400
Vincent Kaleel
Barry Gatrell
Thomas Sugihara
Gayle Walorinta
The largest importer and distributor of Oriental Foods. Eight branch offices and warehouses throughout the U.S. Some brandnames are Dynasty, Wel Pac, Hapi, Kokuho.
SB 10-500-492

JILLSON DISTRIBUTORS, INC.
8221 Arjons Dr.
Suite A
San Diego, CA 92126
(619) 566-8000
James K. Jillson
We provide distribution of frozen, refrigerated and dry goods to all Navy, Marine, Army and Air Force stores in Southern California and Las Vegas, Nevada.

JOAN M. JOHNSON COMPANY
P.O. Box 10400
Honolulu, HI 96816
(808) 373-4533
Joan Johnson
Leonard Gollob
Johnnie Johnson
Maurice Johnson
Hawaii area marketing specialists in military and civilian sales. Promotion, merchandising and demonstration services. Consultants and specialists in contracting, shipping, warehousing and inspection problems.

JOHN K. KEALY COMPANY
8000 Capwell Drive
Oakland, CA 94621
(415) 562-8136
Michael Kealy
David Fishman
Paul Fleenor
John K. Kealy
Since 1946, the leading military rep organization to the exchanges. Branch offices in Dallas, San Diego, Honolulu, Norfolk, Frankfurt, and throughout the Pacific. Warehousing also available.

JOHN MORRELL & COMPANY
191 Waukegan Road
Northfield, IL 60093
(312) 441-4330
Ronald Gittins
Dennis Peterson
Steve Purdy
W. R. Wallace
Manufacturer of a full line of processed meats, as well as fresh beef, pork, and lamb cuts. We also manufacturer a full line of vacuum-packed boneless pork.
SB 10-500-391

JOHNSON & JOHNSON
501 George Street
New Brunswick, NJ 08901
(201) 524-8366
Richard E. Scott
Leonard E. Nangel
J. E. Reinert
World's largest manufacturer of first aid products, baby toiletries, oral hygiene products, analgesics, sanitary protection products, and child development toys for resale to commissaries and exchanges worldwide.
SB 10-500-158

JOHNSON BROTHERS DISTRIBUTORS, INC.
66 Bonaventura Drive
San Jose, CA 95134
(408) 263-4417
Marvin G. Johnson
Lemaun Johnson
Distributor of deli products (cheeses, margarines, orange juices and other chilled goods), biscuits, and other products sold in commissaries, exchanges and ships afloat worldwide.

JOHNSON PRODUCTS COMPANY, INC.
8522 South Lafayette Avenue
Chicago, IL 60620
(312) 483-4100
Neal A. Harris
Michael J. Guthrie
George E. Johnson
Tyrone Weekley
Offers relaxers, curl products, conditioners, shampoos and cosmetics for the ethnic consumer.
SB 10-500-288

JUICE BOWL PRODUCTS, INC.
P.O. Box 1048
Lakeland, FL 33802
(813) 665-5515
Roy Smith
Full Line Supplier of Canned Juices and Juice Drinks (6 oz, 12 oz and 46 oz Sizes)
SB 10-500-222

K

KAHN'S/HILLSHIRE FARM COMPANY
3241 Spring Grove Avenue
Cincinnati, OH 45225
(513) 541-4000
Mary E. Kelly
Manufacturer of a complete line of meat products for retail and institutional consumption for military commissaries and exchanges worldwide.
SB 10-500-079

KAL KAN, INC.
3386 E. 44th Street
P.O. Box 58853
Vernon, CA 90058-0853
(213) 587-2727
John F. Briscoe
Rick Laub
Manufacturers and distributors of premium pet food including KAL KAN canned dog food, KAL KAN canned cat food, MEALTIME dry dog food, CRAVE dry cat food, PETCRAFT MARROBONE dog biscuits.
SB 10-500-190

KAYSER-ROTH MILITARY SERVICE DIVISION
1221 Avenue of the Americas
New York, NY 10020
(212) 536-1119
David Zane
Fritz Phillippsborn
W. M. Smith
Manufacturer of Interwoven Men's Socks, No Nonsense Panty Hose, Jiffies Slippers (Men's), Burlington Hosiery (Men's and Ladies), Levi's Socks (Men's), Supp-Hose (Men's).

KEEBLER COMPANY
One Hollow Tree Lane
Elmhurst, IL 60126
(312) 833-2900
Joseph F. Nischbach
William Dierkes
Gary S. Scarafile
Fred G. Whitson
'Uncommonly Good' Cookies, Crackers, Ice Cream Cones, Butter Pretzels and Pie-Crusts for Military Patrons of Commissaries, Exchanges and Vending Machines.
SB 10-500-223

KELLOGG SALES COMPANY
235 Porter Street
Battle Creek, MI 49016
(616) 966-2373
J. W. Brevitz
Joanna Harger
R. W. Taylor
Ready-To-Eat Cereal, Pop-Tarts, Toaster Pastries, Corn Flake Crumbs, Croutettes, and Rice Krispies Bars.
SB 10-500-121

KENTUCKY FRIED CHICKEN
P.O. Box 32200
Louisville, KY 40232
Edwin M. Ward
The largest chain of chicken restaurants in the United States. 4,500 domestic stores employing about 69,000 people. 1,500 international stores. 1984 sales: $2.8 billion.

KERN FOODS, INC.
13000 East Temple Avenue
City of Industry, CA 91749
(818) 369-5111
Bo Waddel
Richard Kern
Packers of: Tomato Juice, Tomatoes, Catsup, Tomato Sauce, Nectars, Vinegar, Preserves & Jellies, Island Punch, Grapefruit Juice. Represented by Continental Military Marketing and Highplains Marketing Services.
SB 10-500-474

KIKKOMAN INTERNATIONAL, INC.
50 California Street
Suite 3600
San Francisco, CA 94111
(415) 956-7750
Sylvia V. Elias
Kaz Takei
Manufacturer of naturally-brewed Soy Sauce, Teriyaki Sauce, dried Seasoning Mixes, Steak Sauce, Sweet & Sour Sauce, salt-reduced Soy Sauce (LITE), Teriyaki Baste & Glaze, Sukiyaki, Memmi and Tempura Sauces.
SB 10-500-438

KING SHRIMP COMPANY/CARNATION SEAFOODS
P.O. Box 899
Brunswick, GA 31521
(912) 265-5155
Wallace Jacobs
Robert Brubaker
John L. Williams
James Willis
King Shrimp Co. produces quality seafood products under the Carnation and Golden Shore labels. These products are available to military commissaries world-wide.
SB 10-500-012

KITCHENS OF SARA LEE
500 Waukegan Road
Deerfield, IL 60015
(312) 945-2525
Raymond T. Pelelas
Manufacturer of frozen baked goods, cakes, rolls and pies to commissaries, exchanges, clubs, hospitals, troop dining facilities, and other Government activities worldwide.
SB 10-500-079

KNOUSE FOODS, INC.
Off Route 34
Peach Glen, PA 17306
(717) 677-8181
Sam Lindsey
Manufacturers of Apple Sauce, Apple Juice, Pie Fillings, and Vinegar.
SB 10-500-168

KnR MILITARY SALES INC.
1641 Barcelona Street
Livermore, CA 94550
(415) 449-0200
L. K. Rinard
John Cassie
Scott Davis
John Hayward
Represents National and Regional food and hardline manufacturers to Commissaries and Exchanges for the Western States and Asia.

KRAFT, INC.
(RTL 3N)
Kraft Court
Glenview, IL 60025
(312) 998-3256
Sam Phelps
Gil Carroll
W. R. Schopp
Terry Trummer
Kraft, Inc. manufactures and markets a wide range of both Retail and Foodservice food products. Major categories: Dairy products, salad products, and includes brands such as Parkay, Philadelphia Cream Cheese, Miracle Whip Salad Dressing.
SB 10-500-132
SB 10-500-481

L

L. J. ELKIN, INC.
1955 Center
Novato, CA 94947
(415) 897-9688
Lauren N. Elkin III
Lauren N. Elkin, Jr.
Ed Dove
Joseph Woychak
A professional, full service regional broker calling on the West and Far East commissary market since 1960. Limited client portfolio ensures full line coverage.

LAMAUR, INC.
P.O. Box 1221
Minneapolis, MN 55440
(612) 571-1234
Alex Vella
Ralph Sutherland
Manufacturer of high quality hair care (Style and Perma Soft Shampoo Conditioner, Hair Sprays) and personal care (24-Hour Deodorant and FemMist Personal Deodorant) products.
SB 10-500-639

LAND O'LAKES, INC.
4001 Lexington Ave. N
Arden Hills, MN 55112
(612) 481-2222
Flare Fredericksen
Milo Hartmann
Frank Hathaway
Jim Lee
The nation's number one butter manufacturer also offers Butter-Blends, Margarines, Cheeses, other dairy products and Turkey products for worldwide resale in commissaries and exchanges.
SB 10-500-555

LEAF-DONRUSS
Division of Leaf, Inc.
1155 North Cicero Avenue
Chicago, IL 60651
(312) 745-6200
Ronald L. Stevenson
Al Hasenberg
Manufacturer of candy and gum products. Seasonal lines are Easter, Freeze Pops, Halloween, Christmas. Candy brands: Whoppers, Sixlets, More, More With Nuts. Gum: RainBlo, Pal, Jelly Bean. Mr. Freeze Pops.
SB 10-500-607

L'EGGS PRODUCTS, INC.
P.O. Box 2495
Winston-Salem, NC 27102
(919) 744-3847
Joe K. Clary
Jack Engle
Carl Stevens
L'Eggs pantyhose, HANES underwear and BALI bras.

LENOX CHINA/CRYSTAL, INC.
3190 Princeton Pike
Lawrenceville, NJ 08648
(609) 896-2800
Terence Tabor
William Berger
Karla Stein
Marvin Hopkins
Represented by Phil Singer Associates. American manufacturers of fine and casual china dinnerware and crystal stemware. Also manufacture ceramic giftware and jewelry, plus crystal giftware and barware.

LEVER BROTHERS COMPANY
390 Park Avenue
New York, NY 10022
(212) 688-6000
Gerald V. Batti
James J. Barone
Ray Marks
Russ Sherwood
Manufacturers of household, food and health and beauty aids products sold in commissaries and exchanges.
SB 10-500-030

LEWIS BEAR COMPANY
4150 West Blount Street
P.O. Box 17209
Pensacola, FL 32522
(904) 438-9651
Burton R. Canaday
Robert K. Boyle
Dan East
Jonathan Mcbee
Military distribution and sales representing over 170 major manufacturers and food processors specializing in dry groceries, meats, refrigerated foods, frozen foods, beverages and general merchandise. Three Distribution Centers: Pensacola Division, Tasty Distributing Division, and Dothan Alabama Division.

LIBBY, McNEILL & LIBBY, INC.
200 South Michigan Avenue
Chicago, IL 60604
(312) 341-4111
Douglas B. Thornton
Loren Heurich
Canned Meats, Salmon, Tomato and Citrus Juices, Nectars, Pumpkin, Produce Products (Orange Frost, etc.), Juicy Juice brand fruit juices, Crosse & Blackwell, Maggi Specialty Products.
SB 10-500-348

LIGGETT & MYERS TOBACCO COMPANY, INC.
W. Main & Fuller Streets
Durham, NC 27702
(800) 334-0971
(919) 683-9000
P. H. Hunter
Debbie C. Harris
Manufacturer of L&M, Lark, Chesterfield, Eve, Stride and Class A brands for resale to worldwide military commissaries/exchanges.
SB 10-500-174

LOEB CORP./TIDEWATER WHOLESALE GROCERY CO., INC.
1400 Cavalier Boulevard
P.O. Box 6236
Chesapeake, VA 23323
(804) 487-2586
Neil Larson
Steven Detwiler
Bob Lerf
Hank Sheffer
Professional distributor of grocery and perishable products in southern Virginia, North Carolina and overseas. Offers complete shelf stocking, display building and order writing services.

L'OREAL
575 Fifth Avenue
New York, NY 10036
(212) 818-1500
(305) 726-2654
Robert Smalkin
Tip Cornell
Joseph Lamia
Arne Zimmerman
Manufacturers of cosmetics and beauty aid products: Preference Hair Color, Excellence Hair Color, Avantage Hair Color, Free Hold Styling Mousse, Ultra Rich Shampoo and Conditioner, Preference Shampoo, Protein Shampoo, ect. Lipsticks, Nail Color, Eye Accents, Visuelle Fluide Makeup, Visuelle Powder Blush and Visuelle Pressed Powder.
SB 10-500-418

LORILLARD
666 Fifth Avenue
New York, NY 10103
(212) 841-8500
J. R. Slater
Alice Brown
Ray Diaz
Bill Shaw
Manufacturer of tobacco products: cigarettes, chewing tobacco and cigars to military commissaries and exchanges in 50 states.
SB 10-500-103

LOYAL TRADING INTERNATIONAL LTD.
602 Ruttonjee House
11 Duddell Street Central
Hong Kong
Telephone: (5) 216103
Telex: 66148 LTIL HX
R. H. Scott
Julia Allen
David M. Siedenburg
Pete Solano
R. Weingartner
Pacific Area, All Military Accounts.

LUSTER PRODUCTS, INC.
1631 S. Michigan Ave.
Chicago, IL 60616
(312) 431-1150
Ann Rivers
Joe Edwards
Jory Luster
Manufacturer of Black Hair Care Products.

LYKES PASCO PACKING COMPANY
P.O. Box 97
Dade City, FL 33525
(800) 342-9076 (FL)
(800) 874-9061 (out of state)
Fred Godfrey
Worldwide distribution of quality competitively priced products: frozen and ready-to-serve (chilled) orange and grapefruit juice, lemonade, apple, grape and fruit punch.
SB 10-500-554

M

M&M/MARS
High Street
Hackettstown, NJ 07840
(201) 852-1000
Jim Finelli
John Feuling
Leaders in Quality and Value. "M&M's" Plain and Peanut Chocolate Candies, SNICKERS Bar, 3-MUSKETEERS Bar, MARS Bar, TWIX Caramel Cookie Bar, TWIX Peanut Butter Cookie Bar, SKITTLES Bite Size Candies, Milky Way Bar.
SB 10-500-069

M. J. DANIEL COMPANY, INC.
1000 Beltline Road
Carrollton, TX 75006-6212
(214) 245-3600
Telex 79-4024
Michael Daniel
Rich Levy
Ron Roberts
Specialists in hardlines (i.e. Toys, Housewares, Electronics, Computers, Hardware, Automotive, Outdoor Living, Jewelry, Stationery and Sporting Goods) providing worldwide sales and service to all Military Resale Systems.

M. POLANER, INC.
P.O. Box K
Roseland, NJ 07068
(201) 228-2500
Edgar Worton
Leon Butan
Darrell Goff
Leonard Polaner
Suppliers of top quality jams, jellies, preserves, peanut butter, syrups, pickles and the sensational new chopped garlic in a jar.
SB 10-500-286

MARCAL PAPER MILLS, INC.
One Market Street
Elmwood Park, NJ 07407
(201) 796-4000
Alfred Wengert
Full line household paper products manufacturer and marketer, including paper towels, bathroom tissue, napkins, facial tissue, lunch bags, sipping straws, and wax paper.
SB 10-500-207

MARIN PRODUCTS
55 Frosty Lane
Ignacio, CA 94947
(415) 454-2434
Frank Silvestri
Jim Silvestri

MARKETING PROPHETS
Post Office Box 71
East Millstone, NJ 08873
(201) 873-3093
Barbara Shay
Doris Nager
Jordon Sandrow
Michael Shay

MARKETSOURCE CORPORATION
Military Marketing Division
10 Abeel Road
Cranbury, NJ 08512
(609) 655-8990
Eric Weil
Bill Stockman
Providing diversified marketing services to military vendors servicing the Military Exchange/Commissary system. Services include electronic in-store media, co-op sampling, and custom programs.

MASTER LOCK COMPANY
26[illegible] [illegible]2nd Street
P.O. Box 10367
Milwaukee, WI 53210
(414) 444-2800
Tony F. James
Peter Jung
Manufacturer of padlocks sold to military exchanges.

MAYBELLINE SALES CORPORATION
P.O. Box 413
Memphis, TN 38151
(901) 320-5123
Don C. Weldon
Recognized leader of eye, face, nail, and skin care product sales in the military resale market.

McCORMICK & COMPANY, INC.
414 Light Street
Baltimore, MD 21202
(301) 547-6199
John G. McCormick
George W. Bragg
Robert Cliff
Bo Kitchens
Complete assortment of Spices, Onion & Garlic, Extracts, Food Colors, Teabags, Mexican Foods, Cake Decorations, Popcorn products. All fully supported by merchandising programs; distribution worldwide.
SB 10-500-015

McDONALD'S CORPORATION
One McDonald's Plaza
Oak Brook, IL 60521
(312) 887-3344
Wib Sutherland
Dae Abram
Cliff Raber
William Rubards Food service for over 7,000 stores. Domestic as well as international.

McILHENNY COMPANY
Avery Island, LA 70513
(318) 365-8173
Edward M. Simmons
Richard G. Dunn
Paul C.P. McIlhenny
Manufacturers of TABSCO SAUCE.
SB 10-500-180

MEAD JOHNSON NUTRITIONAL DIVISION
2404 Pennsylvania Street
Evansville, IN 47721
(812) 426-6508
Daniel F. Kula
Sharon Miller
Walt Nix
Michael O'Rourke
Manufacturer of Infant Formulas: Enfamil, ProSobee, Nutramigen, and Pregestimil. Pediatric Vitamins: Tri-Vi-Sol, Poly-Vi-Sol, and Smurf's. Specialty Products: Nuturacil, Sustcal, Isocal, Tempra.
SB 10-500-303

MEDIA NETWORKS, INC./3M
600 Third Avenue
New York, NY 10016
(212) 661-4800
Barbara Schmidt
Michael Barbash
Jiro Semba
A division of 3M selling military advertising to companies and corporations who have military product distribution to commissaries and exchanges on European and Pacific bases.

MEM COMPANY, INC.
Northvale, NJ 07647
(201) 767-0100
Richard Cromer
Tony Parra
Aristocrat Leather Products Inc., Members Only Fragrances For Men. Manufacturer of English Toiletries, Heaven Scent and Tinkerbell Children's Toiletries to military commissaries and exchanges worldwide.
SB 10-500-498

THE MENNEN COMPANY
East Hanover Avenue
Morristown, NJ 07960
(201) 631-9079
William B. Amick
Chester Krist
Fred B. Lytal
James Thoele
Stephen H. Yarvis
The Mennen Company is a manufacturer of Health and Beauty Aids and Fine Fragrances.
SB 10-500-454

MENTHOLATUM COMPANY
1360 Niagara Street
Buffalo, NY 14213
(716) 882-7660
Rex Spencer
Theodore A. Hyde
Michael Kesterson
Worldwide manufacturers of health and beauty aids: Cough/cold, external and internal analgesic, first aid, adult and children laxative, lipbalm, and oral hygiene products.
SB 10-500-610

MEXIM COMPANY, INC.
340 Industrial Way
Brisbane, CA 94005
(415) 467-8750
Eugenio Lopez, Jr.
Alfonso King
Mitus Santisteban
Antonio M. Suarez
We are importers and distributors of Philippine food products.
SB 10-500-592

MID-ATLANTIC COCA-COLA BOTTLING CO.
51 Ritchie Road
Capital Heights, MD 20743
(301) 336-2030
Robert Ringer
Robert J. Mills
Wade R. Vaught, Jr.
Manufacture and distribution of soft drinks.

MIDWEST FOOD DISTRIBUTORS, INC.
2636 Walnut Street
Denver, CO 80205
(303) 296-1598
Dale M. Finley
Darel D. Keck
Midwest Food Distributors, Inc. specializes in service to the Military. Offering daily service to the Denver and Colorado Springs areas, handling all products, both frozen and dry groceries and health and beauty aids.

MIDWEST MILITARY BROKERS, INC.
P.O. Box 20042
Denver, CO 80220
(303) 320-0905
Edward Pruett
Chris Cella
Stuart MacGregor
Full service military broker servicing military commissaries and exchanges throughout the Midwest and Southeast United States. Specializing in full service to commissaries and exchanges.

MILBRANDS, INC.
16475 Dallas Parkway
Suite 480
Dallas, TX 75248
(214) 931-2500
Richard K. Ryalls
Jack J. Braulik
Thomas F. Fehily
David R. Weber
Serving the Armed Forces worldwide with professional full-time Area Managers wherever U.S. Troops are stationed. Commissary, Exchange and Club coverage.

MILDATA SERVICES
6209 Virginia Avenue
Minneapolis, MN 55424
(612) 922-8267
Jack McKernan

MILES LABORATORIES, INC.
Consumer Healthcare Division
P.O. Box 340
Elkhart, IN 46515
(219) 264-8442
Matt H. Soerries
R. C. Foyle
J. W. Howell
Manufacturer of ALKA-SELTZER, ALKA-MINTS, ALKA-SELTZER Plus Cold Medicine, BACTINE, ONE-A-DAY brand vitamins and the leading children's chewable vitamins, FLINTSTONES and SUGAR FREE BUGS BUNNY.
SB 10-500-292

MILITARY DISTRIBUTORS, INC.
P.O. Box 10
Oldsmar, FL 33557
(813) 855-1404
C. L. Lemma, Jr.
William Parker
Steven Poirier
Gerald P. Tinney
Warehouse and delivery service for dry merchandise to all commissaries and exchanges in Peninsular Florida and Key West.

MILITARY DISTRIBUTORS OF VIRGINIA, INC.
Box 12733
Norfolk, VA 23502
(804) 855-0114
Jerry H. Jared
Wayne L. Duncan
John W. Payne
Full service distribution of perishable and nonperishable products to Southern Virginia and North Carolina commissaries. Source Load Program for export to offshore, Europe and Panama.

MILITARY MEDIA INC.
175 West 88th Street
New York, NY 10024
(212) 724-6707
John Bradbury
Judith Bradbury
Colleenn Gordon
Mark Turken
MMI acts as an advertising representative for all 179 military base newspapers. A company can buy advertising at as few or as many bases as needed.

MILITARY RETAILING DIRECTORY
475 Franklin Avenue
Nutley, NJ 07110
(201) 667-2386
James E. Brooks
Sidney Bernstein
Robert J. Brooks
Ronald G. Brooks
Publishers of the Military Retailing Directories issued quarterly. Two Exchange Editions and Two Commissary/Club Editions annually.

MILITARY SALES & DISTRIBUTION, INC.
6839 'A' Market Street
El Paso, TX 79915
(915) 779-5730
Jim Weaver
Distributor for all military (only) bases in West Texas & New Mexico.

MILITARY SALES & SERVICE CO.
5301 S. Westmoreland Road
Dallas, TX 75237
(214) 330-4621
Kenneth Stapp

MILLER BREWING COMPANY
3939 West Highland Blvd.
Milwaukee, WI 53208
(414) 931-3620
Robert A. Kornack
Miller High Life, Lite, Lowenbrau, Lowenbrau Dark, Meister Brau & Milwaukee's Best.

MJB COMPANY
665 Third Street
San Francisco, CA 94107
(415) 421-7311
Ernest Papendick
Robert Salter
Quality products from MJB: Regular, Hi Extraction, Decaffeinated 100% Colombian and European Roast Coffees. Instant Coffees, tea, regular, quick brown and instant rice, flavored rice and stuffing, non-dairy creamer, generic products.
SB 10-500-016

MOBIL CHEMICAL COMPANY
1169 Pittsford-Victor
Pittsford, NY 19534
(716) 248-5700
George Granberry
Fred Hermann
Gary Swain
Manufacturers of Hefty Baggies and Kordite Brands of plastic bags; Hefty Foam Plates, Plastic Tumblers, Microwave containers and freezer supplies.
SB 10-500-247

MOHAWK MARKETING CORPORATION
149 Business Park Drive
P.O. Box 62226
Virginia Beach, VA 23462-0226
(804) 499-8901
Hal Debban
Paul Bernier
Wade Carruth
Ed Stowers
Manufacturer's representative to military exchange system (all branches) worldwide; military, retail representative in Hawaii and Alaska with warehousing facilities for local stocking of products.

MONARCH CROWN CORPORATION
345 Park Avenue
New York, NY 10154
(212) 546-3185
Arthur Wilson
Monarch Crown Corporation/subsidiary of Bristol-Myers Company, is the military/government sales division for Bristol-Myers, Clairol, Drackett Products, Clairol Appliances and GOOD MEASURE.
SB 10-500-468

MONARCH MARKING SYSTEMS
P.O. Box 608
Dayton, OH 45401
(513) 865-2123
R. Edgar
T. J. Elias
J. Heinz
F. Viggiano
Monarch manufactures labeling systems to assist in the marking and control of merchandise and inventory. Products marketed to commissaries and exchanges such as the M-1110 labeler up to a hand held computer able to print many types of UPC codes.

MOTHER'S CAKE AND COOKIE CO.
810-81st Avenue
Oakland, CA 94621
(415) 569-2323
Andrew A. McQuade, Jr.
Robert Boursaw
Steve Shute
Bakers of over 40 varieties of high quality packaged cookies, baked with 100% pure vegetable shortening, and every single package is unconditionally guaranteed for quality, taste and freshness.
SB 10-500-037

MRS. PAUL'S KITCHENS, INC.
5830 Henry Avenue
Philadelphia, PA 19128
(215) 483-4000
John J. McIntyre
Manufacturers of frozen and prepared fish (fish sticks/fillets, breaded and unbreaded), seafood (scallops, clam products) and specialty products (onion rings, candied sweet potatoes, eggplant parmesan, egg plant sticks, zucchini sticks).
SB 10-500-083

MYPORT II ASSOCIATES
13213 Vanessa Avenue
Bowie, MD 20715
(301) 262-2192
Richard 'Dick' Porter, Sr.
Myrtle Porter

N

THE N. DeFILIPPES CORPORATION
383 Fifth Avenue, 4th Floor
New York, NY 10016
(212) 684-7557
Del Stella
Seymour Baum
Warren B. Bradbury
The N. DeFilippes Corporation is U.S. national advertising representative for AFN TV GUIDE, SPORT Overseas Military Edition, KOREA TV-GUIDE, OKINAWA TV-GUIDE and 180 Base Papers. Telex: 236869

N. K. HURST COMPANY
P.O. Box 985
Indianapolis, IN 46206
(317) 634-6425
Needham S. Hurst
Dean A. Broadhead
Richard J. Huntley
W. C. Hurst
Top quality packaged dry beans, peas and lentils. Guarenteed against infestation and breakage. Represented by Francois L. Schwarz, Inc.
SB 10-500-264

NABISCO BRANDS
Food Service Division
East Hanover, NJ 07936
(201) 884-3785
Robert Kirkland
Andy Hanczarky
Kathleen McDermott

NABISCO BRANDS USA
East Hanover, NJ 07936
(201) 884-0500
E. R. Seawell
Phil Baker
Robert J. Dixon
Ken Gaynor
BISCUIT GROUP—Cookies, Crackers (RITZ, OREO, PREMIUM) PLANTERS—Nuts, Margarines, Desserts (PLANTERS, FLEISCHMAN, BLUE-BONNET, ROYAL) GROCERY PRODUCTS—Cereals, Pet Foods (SHREDDED WHEAT, MILK-BONE) LIFE SAVERS—Candies, gum (CHUCKLES, CARE-FREE)
SB 10-500-150

NALLEY FINE FOODS, INC.
1822 Worcester Street
Baltimore, MD 21230
(301) 244-7177
John B. Young
Robert Lewald
Distributors of: PENN MAID, SEALED SWEET, YOPLAIT YOGURT, GIANOLA Italian meats, LAND-O-FROST meats, WEAVER chicken franks, DEAN dips, OAK LAKE DIPS, OSCAR MAYER, KING sour dressing, RAPA scrapple, LEVER margarines, BORDEN'S cheese.

NALLEY'S FINE FOODS
3303 South 35th Street
Tacoma, WA 98411
(206) 383-1621
Dick Oliver
Dennis Johnson
Miles Fuson
Bob Kuper
Manufacturer of Canned Convenience Foods, Pickles, Relish, Peppers, Mayonnaise, Salad Dressings, Syrup, Mustard and Snacks.
SB 10-500-466

NATIONAL BEEF PACKING CO.
P.O. Box 978
Liberal, KS 67901
(316) 624-1851
John Jacobson
Richard Moore
Jim Murphy
James Trail
Major supplier of Box Beef to military commissaries; CO2 and vacuum packaged products available. Full line of primal and subprimal cuts; direct delivery on trucks.
SB 10-500-106

NATIONAL, INC.
P.O. Box 7469
San Antonio, TX 78207
(512) 226-7361
Andrew J. Obriotti, Jr.
Deason Lawerence
Jim Meyer
Thirty year's experience as a wholsesale grocer specializing in frozen and dry products, serving eight military installations in the Texas area.

NATIONAL INDUSTRIES FOR THE BLIND
524 Hamburg Turnpike
Wayne, NJ 07470
(201) 595-9200
Dan Boucher
Jeff Ditchek
John F. Rousseau
SKILCRAFT Quality Blind-Made Products, manufactured in 33 associated agencies, employing over 500 blind persons and providing over 14,000,000 units of household cleaning aids, flatware, and textiles to Exchanges and Commissaries.

NATIONAL SEA PRODUCTS (U.S.) CORP.
P.O. Box 839
Portsmouth, NH 03801
(603) 431-6865
Linda Filar
Manufacturers of seafood products, with the brand names of Highliner, Commodore, and Sea Fresh. Available worldwide to commissaries and exchanges.
SB 10-500-478

NATURAL VITAMINS, INC.
P.O. Box 3502
1877 Penn Mar Ave.
South El Monte, CA 91733-0502
(213) 686-1165
Glenn H. Freeman
Martha E. Calvin
Michael R. Freeman
Complete line of vitamins and dietary supplements sold for past 12 years to commissaries and exchanges through worldwide network of brokers and distributors.
SB 10-500-540

NCR CORPORATION
Federal Systems Division
2301 Research Boulevard
Rockville, MD 20850
(301) 258-6500
Thomas S. Scimone
E. O. Bradshaw
George Moon
J. Van Riper
Provides point of sales equipment, electronic cash registers, mini computers, intelligent terminals, medium & large scale computers, and application software packages.

NESTLE FOODS CORPORATION
100 Bloomingdale Road
White Plains, NY 10605
(914) 697-2576
Edwin O. Elliott
C. M. Lattin
Manufacturers of fine beverage products (including coffee, tea, hot cocoa mix and milk additives), baking aids and confections for resale to Commissaries and Exchanges worldwide.
SB 10-500-088

NEW CENTURY BEVERAGE COMPANY
630 Valencia Street.
San Francisco, CA 94110
(415) 861-8820
John Paulson
Jill Peterson
Distributors of Belfast, Mug Root Beer, Pepsi, Schweppes, Sunkist, Country Time, Hawaiian Punch, Slice, Canfields.
SB 10-600-057

NORTON FOOD COMPANY, INC.
P.O. Box 280
Urbanna, VA 23175
(804) 758-2335
Sheldon F. Hall, Jr.
Allen P. Hall
Sheldon F. Hall, Sr
James P. Jenkins, Jr.
Twenty years as full service military distribution specialists serving commissaries, exchanges, clubs, in Southeastern Virginia, ships afloat, overseas, representing frozen, refrigerated, dry grocery and other.

NOXELL CORPORATION
11050 York Road
Hunt Valley, MD 21030-2098
(301) 667-8624
Martin F. Murphy
Gary A. Chadwick
Robert A. Polich
Manufacturer of Cover Girl Make-Up, Noxzema Skin and Shave Cream, RainTree Lotion, Lestoil Cleaner and 2-Alarm Chili for resale in commissaries and exchanges worldwide.
SB 10-500-322

O

O-CEL-O DIVISION, GENERAL MILLS, INC.
305 Sawyer Avenue
Tonawanda, NY 14150
(716) 876-1596
Patricia A. Batt
America's leading manufacturer of cellulose sponge products, supplying household Sponges, Sponge-Scrubbers, and Scouring Pads to commissaries and exchanges worldwide.
SB 10-500-050

OCEAN SPRAY CRANBERRIES, INC.
Executive Offices
225 Water Street
Plymouth, MA 02360
(617) 747-1000
Robert F. O'Toole
Brian Clark
Anna Cobb
Edward C. Reinhart
Ocean Spray Cranberries, Inc.—Ocean Spray Cranberry Drinks, the Number One selling brand in the bottled and canned juice/drinks category. The first to offer the consumer aseptic packaging.
SB 10-500-080

OFF DUTY ENTERPRISES
3303 Harbor Blvd., Suite C-2
Costa Mesa, CA 92626
(714) 549-7172
Walter B. Rios
Dan Charobee
Don Hull
Cathryn Moore
The Military Leisuretime Magazine, distributed door-to-door in family housing areas. Total monthly circulation 708,000 (effective Jan. '86), with separate editions for Europe, Pacific and America, plus a local edition in Hawaii.

OGDEN FOOD PRODUCTS CORP.
365 West Passaic Street
Rochelle Park, NJ 07662
(201) 368-9450
George F. Collie
Claude Choate
SB 10-500-423

ORAL-B COMPANY
3145 Porter Drive
Palo Alto, CA 94304
(415) 856-5000
Rocco Anselmo
Gary Downing
Dick Tylutki
Manufacturer of health care products, the Oral-B, Right Angle and Dr. West line of toothbrushes, plus the Oral-B Dental Floss and the Aveeno line of skin care products.
SB 10-500-086

ORCHARD FARMS, INC.
13321 Grass Valley Avenue
Suite 10
Grass Valley, CA 95945
(916) 272-7215
Shirley J. Zimmerman
Randi Dickson
Gay Pryor
Hamilton Stone
Natural Food Manufacturers. We provide Trail Mixes, Carob, Peanut Butter & Yogurt Candy, Nuts and Seeds in bulk or in bags to military commissaries and exchanges.

OREGON FRUIT PRODUCTS COMPANY
P.O. Box 5283
150 Patterson Street, N.W.
Salem, OR 97304
Timothy P. Jaeger
Packer of 'Oregon' label canned berries and fruits.

ORE-IDA FOODS, INC.
220 West Parkcenter Boulevard
P.O. Box 10
Boise, ID 83706
(208) 383-6100
Ray Gadd
Samuel Griffith
Vince Shaar
Robert Wetherby
Leading manufacturer of frozen foods, selling products under the brand names of: Ore-Ida—potatoes/onions/corn Weight Watchers—meals/desserts Steak-Umm—sandwich steaks
SB 10-500-440
SB 10-500-553
SB 10-500-575

OSCAR MAYER & COMPANY
P.O. Box 7188
Madison, WI 53707
(608) 241-3311
Henry G. Mueller, Jr.
Tom Duesler
Eugene E. Jarrel
Ronald Fielding
Consumer packaged hot dogs, sliced luncheon meats, bacon, pork sausage, canned hams, refrigerated pickle products. Turkey processed meats and fresh/frozen turkeys and parts.
SB 10-500-025

O'SEAS POST MAGAZINE
Westendstrasse 25
6 Frankfurt/Main 1
West Germany
69-747040
Jack Juratti
Monthly television, entertainment and travel magazine for American Forces in Germany, including Berlin. Special features include Soap Opera News, recipes, and community news. 75,000 copies distributed.

OVERSEAS MILITARY SALES CORP.
Arabella Ctr, Lyoner Str 44-48
D-6000 Frankfurt/Main 71
West Germany
6-966-6360
William Norton
Timothy Bourke
Eugene Leavy
Gerard Schilling

OVERSEAS SERVICE CORPORATION
2100 Palm Beach Lakes Boulevard
West Palm Beach, FL 33409
(305) 683-4090
Frank J. Hogan
Larry Abbott
Len Boyle
Gene Elias
Representation of leading brand name consumer products to all commissaries and exchanges, worldwide since 1947.

OXFORD INDUSTRIES, INC.
1734 Apparel Mart
Dallas, TX 75207
(214) 637-6850
Morgan D'Etienne
Manufacturer of Womenswear (Cos Cob, JBJ, Chapter Two, Peppertree, Merona), Childrenswear (Ramar, Polo for Boys, Ralph Lauren for Girls, John Henry for Boys, Merona), and Menswear (Holbrook, Robert Stock, Jhane Barnes, Lanier, McGregor Shirts, Merona, Neon), plus Oscar de la Renta and Oleg Cassini.

P

PANASONIC COMPANY
One Panasonic Way
Secaucus, NJ 07094
(201) 348-7658
Ed Kearns
M. J. Guiheen
Mitsuko Suzuki
Manufacturer of consumer electronic goods (Television—Video recorders—radios, etc.) to military exchanges.

PANTRY SHELF, INC.
4954 Space Center
San Antonio, TX 78218
(512) 661-4674
Robert S. Downey
Full service distributor of foods and specialty items to military commissaries and exchanges in the South Texas area, from the truck to shelf.

PAUL BAKER, INC.
8633 Lee Highway
Fairfax, VA 22031
(703) 560-1687
Iver J. Olsen
Woodrow L. Corbin
A snack food distributor serving commissaries in the Washington, DC metropolitan area. Storedoor delivery of potato chips, pretzels, corn products, nuts and related items.

PENNWALT CORPORATION
Pharmaceutical Division
P.O. Box 1212
Rochester, NY 14603
(716) 475-9000
Gerald R. LeBlanc
A pharmaceutical manufacturer of consumer products which are sold through military commissaries and exchanges, including Allerest, Cruex, Desenex, and Sinarest.
SB 10-500-611

PENTAX CORPORATION
35 Inverness Drive East
Englewood, CO 80112-5485
(303) 799-8000
Dave Brown
Robin Allending
Manufacturer of cameras, lenses, camera accessories, binoculars, telescopes, and video products for resale in United States Military Exchanges.

PENTEL OF AMERICA
2715 Columbia Street
Torrance, CA 90503
(213) 775-1256
Robert W. Seeman
Steve Barron
Bill Kilday
Manufacturer of writing instruments, automatic pencils, leads, rolling writers, markers and art materials to military commissaries and exchanges worldwide.

PEPPERIDGE FARM, INC.
2695 Peachtree Square
Doraville, GA 30360
(404) 457-9512
Donald L. Fisher
Randa Barto
Pete Trivers
Richard Wilson
Providing quality Bakery Products (Bread, Rolls, Stuffing, Croutons & English Muffins) plus Biscuit Products (Cookies & Crackers) to military installations throughout CONUS and Overseas.
SB 10-500-211
SB 10-600-099

PEPSI-COLA COMPANY
Anderson Hill Road
Purchase, NY 10877
(914) 253-2000
George Mamantov
Corporate Headquarters for Pepsi-Cola, Diet Pepsi, Pepsi Free, Diet Pepsi Free, Mountain Dew, Pepsi Light, Slice and Diet Slice.

PET, INCORPORATED
P.O. Box 392
St. Louis, MO 63166
(314) 622-6371
Richard M. Macheske
R. A. (Dick) Barrick
John N. Galus
A large diversified food company specializing in consumable food commodities, from canned evaporated milk to frozen food products to candies and Mexican foods.
SB-10-500-344

PETER PAUL CADBURY, INC.
New Haven Road
Naugatuck, CT 06770
(203) 729-0221
James W. Rowlette
SB 10-500-566
SB 10-600-020

PFIZER INC./LEEMING PACQUIN DIVISION
235 East 42nd Street
New York, NY 10017
(212) 573-3140
E. Lloyd Stakebake
Manufacturer of toiletries and proprietaries (BARBASOL, BEN GAY, DESITIN, PACQUIN, UNISOM, VISINE, and VISINE A.C.)
SB 10-500-394

PHIL SINGER ASSOCIATES, INC.
10 Foster Avenue
Suite C-1
Gibbsboro, NJ 08026
(609) 435-5300
Phillip Singer
Deborah Cathey
Patti Gold
Evan Singer
A professional sales and marketing organization. Our forte is creating marketing events with 'instore' product demonstrations. Total concept marketing SELL-SERVICE-SELL!

PHILIP MORRIS USA
120 Park Avenue
New York, NY 10017
(212) 880-5000
Ted Costas
Manufacturer and supplier of popular brand name cigarettes (Marlboro, Benson & Hedges, Parliament Lights, Players, Merit, Virginia Slims) to commissaries, exchanges, clubs, veterans canteens and other military resale outlets worldwide.
SB 10-500-175

PILLSBURY COMPANY
Pillsbury Center
Minneapolis, MN 55402
(612) 330-8864
James R. Kraft
Robert Dussik
Fred C. Eddowes
Consumer food products, canned and frozen vegetables, flour based products, frozen pizza and popcorn, refrigerated dough products and pasta to military commissaries and exchanges worldwide.
SB 10-500-154
SB 10-500-099
SB 10-500-422
SB 10-500-606

THE PINKERTON TOBACCO COMPANY
P.O. Box 986
Owensboro, KY 42302
(502) 685-7362
J. D. Lawson
P. M. Lanzarotta
C. R. Russell
Manufacturers of Red Man chewing tobacco, plus other fine smoking and smokeless tobacco brands, distributed worldwide to commissaries and exchanges.
SB 10-500-198

PLANTATION-SYSCO
2540 Shader Road
P.O. Box 15890
Orlando, FL 32858
(305) 299-3700
John MacFarlane
J. M. Sciortino
Sid Mickelson
Will Way
Distributor of brand name perishable products exclusively to the military resale market in Florida, Georgia, South Carolina, Puerto Rico and down range facilities.

PLOUGH SALES CORPORATION
3030 Jackson Avenue
Memphis, TN 38151
(901) 320-2354
Steve Beringer
Dave Wells
Manufacturers of: Coppertone, Tropical Blend QT, Solarcaine, Paas Easter products, Aftate, Aspergum, Correctol, DiGel, Duration, Feen-A-Mint, Sulfur-8, and St. Joseph Children's products.
SB 10-500-200

POLY-TECH COMPANY
A Division of D & W Plastics, Inc.
1401 West 94th Street
Minneapolis, MN 55431
(612) 884-7281
Frederick M. Reetz
Dave Wilbur
Manufacturer of extruded plastic and polyethyline products (plastic trash bags, flat sheeting and covers) made available for resale in commissaries and exchanges worldwide.
SB 10-500-259

POST SALES & SERVICE, INC.
1785 Olive Street
Beaver Heights, MD 20743
(301) 773-7711
Joe L. Miller
Blanche F. Miller
James Sherman
Full service military distributors of candy, cookies, snacks, specialty/ethnic/ dietetic foods, coffee beans, kitchenware/household cleaners, HABAs and vitamins in Northeast U.S. states.

POTOMAC FOOD DISTRIBUTORS, INC.
6021 Farrington Avenue
Alexandria, VA 22304
(703) 823-0400
George (Wally) Cook
Steven Cook
Andrew J. Rimm
Distributor of frozen, chilled and dry goods to military commissaries and exchanges. Area of delivery: West Virginia, Western Pennsylvania, Maryland, Delaware and Washington, D.C.

PRESTO PRODUCTS, INCORPORATED
670 N. Perkins
Appleton, WI 54911
(414) 739-9471
Al Dobbratz
Larry Slauter
Manufacturer of Consumer Plastic Bags & Wraps, Baby Wipes, Wet Wipes, Cotton Swabs, Plastic Cutlery, Household Deodorizers and other quality household products.
SB 10-500-060

PRINCETON PACKAGING
4530 Loma Vista Ave.
P. O. Box No. 58821
Vernon, CA 90058
(213) 589-6511
Larry Trullinger
Robert Dewar
John Cierpial
Robert Stuhr

PROCTER & GAMBLE DISTRIBUTING COMPANY
P.O. Box 599
Cincinnati, OH 45201
(513) 983-3366
Earl L. Pool
E. A. Devany
Manufacturing and Marketing a wide range of laundry and cleaning products, paper products, personal care products, food products and a variety of products for business and industry.
SB 10-500-049

PUREX CORPORATION
24600 S. Main Street
P.O. Box 6200
Carson, CA 90749
(213) 513-7212
(213) 775-2111
Clarence Carr
Charles Renard
Manufacturer of Household Cleaning Products, Specialty Food Products and Swimming Pool Chemicals for resale in military commissaries and/or exchanges worldwide.
SB 10-500-304

Q

QUAKER OATS COMPANY
Merchandise Mart Plaza
Chicago, IL 60654
(312) 222-7138
James R. Graef
J. R. Finney
R. E. Henderson
Jim Mengos
The Quaker Oats Company is a major manufacturer of cereals, baking mixes, syrup, corn products, snacks, pork and beans, specialty bean products, isotonic drinks, pet foods and frozen foods serving the military worldwide.
SB 10-500-087
SB 10-500-516

QUALITY BRANDS DISTRIBUTING
P.O. Box 7247
Colorado Springs, CO 80933
(303) 594-0182
Jerry Boe
Full service distributor of perishable and dry products to military commissaries in Colorado and Wyoming.

QUIK-TO-FIX PRODUCTS, INC.
P.O. Box 402368
Garland, TX 75040
(214) 272-5521
Charles L. Shelton

R

R&R WERBE GmbH
Bismarckstrasse 17
D-6900 Heidelberg
06221-25431/32/33
Ellis F. Anderson
James G. Conrad
Conrad Quagliaroli
Gunter Rohm
Publishes R&R Germany, Britain and the Med, three magazines, each specialey edited for area of circulation; collectively the largest circulation publication for U.S. Forces in Europe.

R. J. REYNOLDS TOBACCO CO.
401 North Main Street
Winston-Salem, NC 27102
(919) 777-6338
R. C. Gaillard
Y. W. Ford
R. D. Rierson
R. D. Sherrod
Manufacturer of Camel, Winston, Salem, Vantage, Doral, Sterling, Century and other cigarettes to military commissaries and exchanges worldwide.
SB 10-500-053

R. T. FRENCH COMPANY
1 Mustard Street
P.O. Box 23450
Rochester, NY 14692
(716) 482-8000
J. D. Crowley
W. R. Ausenbaum
Don L. Calabrese
A leading food manufacturer represented by Dixon Marketing, selling French's Mustard, Worcestershire Sauce, Instant Potatoes, Spices and Sauce and Gravy Mixes and Brasso Polish, Airwick Stick-ups, Carpet Fresh, Glamarene Brands, Rug Fresh and Chore Boy. Household Chemicals Bully and Swish.
SB 10-500-199
SB 10-500-170 (A&B)

RALSTON PURINA COMPANY
Checkerboard Square—4W
St. Louis, MO 63164
(314) 982-4556
Edward J. McCorkendale
J. J. Ryan
James R. Scholter
Thomas M. Smith
World's largest producer of dry dog and dry- and soft-moist cat foods. Other grocery products include cereals, canned tuna, and soups.
SB 10-500-282

RAMFJELD & COMPANY INC.
270-41st Street
Brooklyn, NY 11232
(212) 768-3203
Fjeldheim M. Nielson
VIKINGS DELIGHT brand imported & domestic canned fish.
SB 10-500-298

RAMPART MARKETING, INC.
2220 W. 104th Place
Northglenn, CO 80234
(303) 451-5368
Harley Magee
Richard E. Day
Rampart presently serves bases in Colorado, Oklahoma, Texas, and Wyoming. We are large enough to serve you, and small enough to care.

REESE BROKERAGE
P. O. Box 40423
Nashville, TN 37204
(615) 269-3456
Larry Reese
Darrell Reese
Provides full food brokerage services for grocery, frozen foods, and health & beauty aids to military bases in Tennessee, Kentucky, Alabama, Mississippi, and the Florida Panhandle. Special floral department that specializes in military commissary sales.

REGAL WARE, INC.
1675 Reigle Drive
Kewaskum, WI 53040
(414) 626-2121
Stan Woolman
Michael G. Moore
William H. Preis, Jr.
Manufacturer of stainless steel cookware plus drawn and cast aluminum cookware with SilverStone, microwave cookware, table top electric appliances including coffee makers, and motor driven La Machine food processors.

REVLON GOVERNMENT SALES, INC.
767 Fifth Avenue
New York, NY 10022
(212) 572-5940
Richard H. Metzler
Mattew H. Hitchcock
Gary J. Proscia
Thomas J. Youngerman
Manufacturer of cosmetics, fragrances, toiletries to military commissaries and exchanges worldwide.
SB 10-500-486

REYNOLDS METALS COMPANY
Consumer Products Division
6603 West Broad Street
Richmond, VA 23261
(804) 281-2673
W. P. Bertelsen
P. W. Miltenberger
S. D. Wyllie
Manufacturer of Reynolds Wrap and Diamond Household Foil; Reynolds Brand Oven Cooking Bags, Plastic Wrap, Redi-Pan, and Freezer Paper for sale to military exchanges and commissaries worldwide.
SB 10-500-210

RICELAND FOODS
P.O. Box 927-048140
Stuttgart, AR 72160
(501) 673-5374
Steve Swesey
Richard R. Hendricks
World's largest milling and marketing cooperative organization servicing more than 100 countries; products in military resale system: Riceland Rice, Chef-Way oil and shortening label.
SB 10-500-218

RICH-SEAPAK CORPORATION
P.O. Box 667
St. Simons Island, GA 31522
(912) 638-5000
James K. Bankston
Thomas A. Ackerman
Manufactures a complete line of seafood products available to military commissaries worldwide.
SB 10-500-525

RICHARDSON-VICKS INC.
Vicks Health Care & Personal Care Products Divisions
Ten Westport Road
Wilton, CT 06897
(203) 834-5063/5065
Andre Guilbert
Al Antici
William Frost
Manufacturer of leading brand name consumer packaged products: Vicks Cough/Colds—Tempo Antacid—Olay—Clearasil—Fasteeth—Fixodent—Denquel—Toothpaste—Lifestage Vitamins—Saxon Aftershave Lotion for resale in military outlets worldwide.
SB 10-500-301

RICHFOOD, INC.
P.O. Box 26967
Richmond, VA 23261
(804) 746-6329
Aubrey Nicklas
Glen E. Crenshaw
Chuck Noble
Distributor and Manufacturer—Stock in excess of 17,000 Line Items—Groceries, Meats, Produce, Frozen Foods, General Merchandise—1,200,000 square feet of warehouse space.

RIVIANA FOODS, INC.
P.O. Box 2636
Houston, TX 77252
(713) 529-3251
John W. Copenhaver
Paul A. Galvani
Rice miller and packer of: Mahatma, Watermaid, Carolina, River and Success Rices. Plus, other leading rice products such as prepared rice mixes, instant rice and generic-pack rice products.
SB 10-500-401

ROCKINGHAM POULTRY MARKETING CO-OP, INC.
Broadway, VA 22815
(703) 896-7001
Telex No. 82-2444
Henry L. Holler
Charles W. Kucharik
Linda T. Yankey
A diversified poultry processing concern; capacity to produce retail pack and institutional pack for all military needs; items include chicken (whole and cut-up) and cornish hens.
SB 10-600-006

ROSS LABORATORIES
Division of Abbott Laboratories
625 Cleveland Avenue
Columbus, OH 43216
(614) 227-3044
Henry L. Meyer
Mark Hudak
Manufacturer of infant nutritionals including SIMILAC WITH IRON and ISOMIL, as well as the ENSURE line of medical nutritionals. H.B.A. items: SELSUN BLUE, MURINE Eye and Ear Care products, TRONOLANE, Faultless products.
SB 10-500-318

S

S & K SALES COMPANY
125 Greenwich Avenue
Greenwich, CT 06830
(203) 869-7060
Richard A. Steinberg
Charles N. Alexander
Peggy Barry
J. Brayton Fogerty
Professional sales representation of consumer product companies to commissaries, post exchanges and ships afloat through three specialized sales forces.

S. C. JOHNSON & SON, INC.
1525 Howe Street
Racine, WI 53403
(414) 631-2488
Robert J. Paliani
C. A. Holland
W. H. Koch
Ralph A. Nielsen
Furniture Polishes, Floor Waxes, Soil/Stain Removers, Fabric Softeners, Air Fresheners, Household Cleaners, Shampoos, Creme Rinses, Shave Creams, Hand/Body Lotions, Insecticides and Repellents.
SB 10-500-071

S. M. FLICKINGER CO., INC.
6361 Thompson Road
P.O. Box 4812
Syracuse, NY 13221
(315) 437-7120
Totoritis, Gerald
Patrick E. Cupelo
Richard B. Dunham
Frank Emmi
Distribution of grocery products (including dry grocery, frozen, dairy, and meat) to the military resale system in New York state.

S. PRAWER & COMPANY
150 Read Street
P.O. Box 1400
Portland, ME 04104
(207) 775-0223
Gilbert Prawer
Louis Janson
Marilyn Prawer
Distributors of groceries, candy, refrigerated foods to commissaries/exchanges throughout the Northeast & Mid-Atlantic States as far as Virginia. Representing over 125 major packers at 53 bases.

S. SCHWARTZ, INC.
E-210 Rt. 4
Paramus, NJ 07652
(201) 368-8135
Samual Schwartz
Michael E. Difilippo, Jr.
Saul Richman
Barbara Schwartz
Serving the military in the Eastern U.S. as a manufacturers' representative since 1966; specializing in household supplies, paper/plastic goods, frozen and non-perishable foods.

SAFEWAY STORES, INC.
1300 Diamond Springs Road,
Suite 500
Virginia Beach, VA 23455
(804) 460-3050
Bernie McHugh
James Lake
Distributing: Dry, Frozen, Perishables, HABA, Deli & Chilled serving Southern Virginia, North Carolina, Off-Shore, Panama, Puerto Rico & Europe.

ST. IVES LABORATORIES, INC. USA
944 Indian Peck Rd.
Rolling Hills, CA 90274
(213) 544-3000
Robert S. Demoss
Doris M. Fox
Manufacturer-Swiss Formula Hair & Skin Care Products, Swiss SBA Skin Care Products.
SB 10-500-160

ST. REGIS PAPER CORPORATION
Retail Packaging Division
P.O. Box 58821
4530 Loma Vista Avenue
Vernon, CA 90058
(213) 589-6511
Manufacturer of paper and plastic grocery bags, carry-out snacks, lunch bags and millinery merchandise bags to military commissaries and exchanges in the Western area of the U.S. and Pacific Region.

SARVIS, INC.
8130 Baymeadows Way, West
Suite 300
Jacksonville, FL 32216
(904) 731-8000
Richard Sarvis
Larry Blood
Ken McEnery
Services major companies in the dry grocery, H&BA, household, candy, frozen and chilled categories through its Commissary, Perisable, Exchange and International sales divisions.

SCHOLL SALES CORPORATION
P.O. Box 377
Memphis, TN 38151
(901) 320-4876
Bob Soderquist
W. J. Corcoran
John Dewaide
David Smith
Manufacturers of Footware Remedial Products, Pro Comfort Sports Medicine Products and Sandal Footwear.

SCOTT PAPER COMPANY
Scott Plaza 1
Philadelphia, PA 19113
(215) 522-5000
Jessie P. Schaudies
Daniel B. Cavellier
John Moseley
Charles G. Ward, Jr.
Manufactures, markets and sells a full line of household paper products including Paper Towels, Bathroom Tissue, Napkins, Wax Paper, Facials and Premoistened Wipes for Babies.
SB 10-500-320

SCRIVNER, INC.
P.O. Box 26146
Oklahoma City, OK 73126
(405) 670-7238
William Coffey
Mark Chism
Sheree McDaniel
Jim Costello
Wholesale food distributor for dry groceries, frozen food, dairy products, fresh & frozen meat, fresh produce, HABA, and eggs.

SEAGRAM OVERSEAS SALES CO.
Geheimrat-Hummel-Platz 4
6203 Hochheim/Main
West Germany
(212) 572-7588
Harry A. Denehy
Dierck Bremermann
Erik Nielson

SEARLE CONSUMER PRODUCTS
P.O. Box 5110
Chicago, IL 60680
(312) 470-6437
Jack Weissman
Tom Nelson
Manufactures and markets Metamucil, a natural fiber laxative: Icy Hot, an external analgesic: Dramamine, a motion sickness medication: and Equal, the new table top sugar free sweetner. Metamucil, Dramamine and Equal maintain the number one share of the market in their respective categories.
SB 10-500-420

SEIKO TIME CORPORATION
640 Fifth Avenue
11th Floor
New York, NY 10019
(212) 977-2800
Harold Rapp
Distributor of Seiko and Lassale quartz watches and Seiko quartz clocks.

SELECT-SYSCO FOODS, INC.
P.O. Box 3097
Hayward, CA 94540
(415) 785-1000
E. R. Rasnick
Dee F. Akers
Military Distributor for perishable and non-perishable grocery products, serving all installations in Northern California and Reno, Nevada area. Manufactures' products delivered on schedules designed to accommodate store requirements.

SENECA FOODS CORPORATION
3300 Monroe Avenue
Rochester, NY 14618
(716) 385-9500
Michael L. Gerlach
Libby's Brand Vegetables, Seneca Brand Frozen Apple, Natural Apple, Grape and Natural Grape Juice. Seneca Brand Bottled Apple, Grape and Lemon Juice, Applesauce and Mushrooms.
SB 10-500-115
SB 10-500-482

SERVICE DELI INC.
4237 N. Produce Plaza
P.O. Box 58581
Los Angeles, CA 90058
(213) 582-5623
Gloria Ferry
Marvin Haberman
Andy Stylianou
Supply & operate service delis and bakeries in the military commissaries.

SEVEN-UP COMPANY
121 South Meramec
Clayton, MO 63105
(314) 889-7777
Bill Thompson
Larry Coker
Mike Reeves
Tony Wilhelms
Franchisor of major soft drinks: 7UP, Diet 7UP, LIKE, Sugar Free LIKE, Howdy flavors; Operating Subsidiaries: Oregon Freeze-Dried Foods, Golden Crown Products and Ventura Coastal.
SB 10-600-007

SHAROFF DISTRIBUTION COMPANY
3825 Lafayette Street
P.O. Box 1760
Denver, CO 80201
(303) 294-0555
Cynthia Stephens
Charles F. Lindstrom
Primary distributor of frozen, refrigerated, and dry goods in Colorado; delivery agent for 50 brand name manufacturers, serving commissaries/exchanges in Colorado and Wyoming.

SHASTA BEVERAGES, INC.
26901 Industrial Boulevard
Hayward, CA 94545
(415) 783-3200
Richard L. Johnson
Kobi Iglesias
Manufacturer of soft drinks (diet and regular) and natural fruit drinks (Capri Sun) to military commissaries and exchanges worldwide.
SB 10-500-089

SINGLETON SEAFOOD COMPANY
P.O. Box 2819
Tampa, FL 33601
(813) 247-1171
Steven Susnjar
Largest processor of shrimp in the industry, 30 million pounds a year. For 35 years, our shrimp and seafood products have been establishing new standards of quality for frozen seafood.
SB 10-500-449

SNACK-MASTER
P.O. Box 3289
Albany, GA 31708-1701
(912) 883-4000
Jim Greene
Fred Heptinstall
Bob Kozlowicz

SNYDER'S OF HANOVER
Box 471
Hanover, PA 17331
(717) 632-4477
David Reed
Arsenio Alpapala
Harold Benefield
Michael Warehime
Manufacturers of quality snack foods (potato chips, pretzels, corn products) available for resale in commissaries and exchanges worldwide.
SB 10-500-330

SOFT SHEEN PRODUCTS, INC.
1000 E. 87th Street
Chicago, IL 60619
(312) 978-0700
Harold Gilson
Ethan Foster
Edward Gardner
Gary Gardner
Manufacturers of Hair Care Products and Perfect Pinch Spices. Distribution for resale to Military Exchanges and Commissaries Worlwide.
SB 10-500-649

SOUTHERN APPAREL COMPANY
E. Third Street
Box 578
Robersonville, NC 27871
(919) 795-3031
Larry Davis
David W. Bulluck
Richard H. McCaskill
Manufaturer of work uniforms for U.S. Navy exchanges and ships stores worldwide.

SOUTHERN FOODS, INC.
P.O. Box 7217
Columbus, GA 31908
(404) 323-7393
Roy Browning
B. J. Anderson
Richard West
Sell processed meats primarily in the Southeast to military commissaries and exchanges. Located in Columbus, Georgia in the heart of the Southeast. A subsidiary of Continental Grain Company.

SPILMAN COMPANY, INC.
P.O. Box 2086
Livermore, CA 94550
(415) 455-6472
Don Spilman
Paul Fowler
John O'Boyle
Roxann Spilman
A military distributor for grocery, frozen, and chill products for manufacturers to the commissaries, exchanges, ships afloat, and containers for overseas shipping points for Northern California.

STAR-KIST FOODS, INC.
180 East Ocean Boulevard
Long Beach, CA 90802
(213) 590-3592
George Wardy
Allyn A. Ayotte
Robert E. Worsham
Leading canned fish/pet food processor selling Star-Kist Tuna, 9-Lives Cat Food (canned, soft moist, dry), Jerky Treats and Meaty Bone to commissaries/exchanges worlwide.
SB 10-500-205

STERLING DOWNEY SALES COMPANY
4954 Space Center
San Antonio, TX 78218
(512) 661-8266
Eddie Schimmel
Sterling Downey
A complete storage and delivery service for the military in the South Texas area. Distributors of frozen, chilled, dry, and confectioner perishable/non-perishable products.

STERLING DRUG, INC.
90 Park Avenue
New York, NY 10016
(212) 907-2741
Ray T. McCabe, Jr.
R. J. Peterson
Manufacturer of HBA and Household Products for resale to military commissaries and exchanges.
SB 10-500-019

STOKELY USA, INC.
7351 Shadeland Station
Suite 245
Indianapolis, IN 46256
(317) 845-7890
Cade E. Verner
Eddie W. Foster
Kerry Foster
John R. McCormick
Food processor and distributor of the Stokely's Finest Brand Lable of canned vegetables, fruits, and tomato products.
SB 10-500-497

STOUFFER FROZEN FOODS
5750 Harper Road
Solon, OH 44139
(216) 248-3600
Donald G. Nelson
Jim McKnight
Bill Rafalski
Manufacturer of frozen foods: entrees side dishes, French bread pizza and Lean Cuisine to military commissaries and exchanges worldwide.
SB 10-500-276

STROH BREWERY COMPANY
1 Stroh Drive
Detroit, MI 48226
(414) 224-5100
Joseph L. Masnaghetti
Louis E. Shell
Brewers and Distributors of Stroh, Stroh Light, Schlitz, Schlitz Malt Liquor, Schlitz Light, Old Milwaukee, Old Milwaukee Light, Schaefer, Schaefer Light and Erlanger to military exchanges worldwide.

SUNSHINE BISCUITS, INC.
Bordentown Avenue and Jernee Mill Road
P.O. Box 7
Sayreville, NJ 08872
(201) 254-2000
W. Pete Anna
Charles Frye
Robert Lambert
James Messer
Manufacturers of cookies, crackers and cereals to Armed Forces resale systems worldwide.
SB 10-500-133

SUPER VALU STORES INC.
Albuquerque Division
P.O. Box 25184
Albuquerque, NM 87125
Alan Koffler
Don Cox
Ralph Henry
Super Valu is the nations largest food wholesaler. The Albquerque Division services military and civilian customers throughout New Mexico and West Texas. Eighteen Divisions throughout the U.S.A.

SUTER COMPANY
258 May Street
Sycamore, IL 60178
(815) 895-9186
Lawrence Slade
George B. Suter
Manufacturers and marketers of Menu-Ready Canned and Refrigerated Foodservice Salads.

SWAN SALES CORPORATION
6223 W. Forest Home Avenue
Milwaukee, WI 53220
(414) 543-5555
Charles Schuster
James R. Hessling
Eugene E. Schommer
Augustus Sykes, Jr.
Covers all overseas commissaries, exchanges, clubs, MWR facilities, DoD schools. Lines represented include housewares, food products, sporting goods, HABA'S, beverages (non-alcoholic and alcoholic), furniture.

SWEENEY & COMPANY
2330 Roosevelt Avenue
San Antonio, TX 78210
(512) 533-1281
King Holstein
John Worsham
Wholesale distributor of meats, frozen food, groceries and general merchandise for resale in commissaries and exchanges.

SWEET LIFE FOODS
Northboro Division
175 Bear Foot Road
Northboro, MA 01532
(617) 393-6711
Connie Nassar
Paul Goldman
Joe Fusco
Joel Leavitt
A wholesaler specializing in delivering all major lines of groceries, dairy and frozen to installations in the Northeast Region, Corporate offices in Suffield, Connecticut.

SWINGSTER WEARABLES
5700 Broadmore, Box 2987
Shawnee Mission, KS 66201
(913) 384-6000
Dennis L. Christopher
Manufacturer of jackets, caps and active apparel for resale in military exchanges and ships' stores worldwide. Complete imprinting, embroidery and custom manufacturing available.

SY ABZUG & CO., INC.
P.O. Box 1768
Rockville, MD 20850
(301) 983-0090
Sy Abzug
Peter Abzug
Richard Nakielny
Military Broker for perishable and non-perishable foods in military commissaries and exchanges worldwide.

T

T. W. GARNER FOOD CO.
4045 Indiana Avenue
P.O. Box 4150
Winston-Salem, NC 27105
(919) 725-3561
Thad Garner
James Frank
Reg Garner
Frank Sherrill

TASTYBIRD FOOD, INC.
288 Thompson Place
Gainesville, GA 30506
(404) 536-5363
Edmond F. Jared
Richard Hill
John Morris
Supplies to military commissaries worldwide of quality individually quick frozen chicken parts, whole birds, cut-ups and a family of breaded and pre-fried chicken specialty items.
SB 10-500-435

TELEDYNE ACOUSTIC RESEARCH
330 Turnpike Street
Canton, MA 02021
(617) 821-2300
Dan McGrath
Dave Armon
Manufacturer of Hi-Fi loudspeakers, auto speakers, turntables and stereo remote control.

TELMA ELECTRONICS, GmbH
Hauptstrasse 27
6102 Pfungstadt-Eich
West Germany
06157-2098
Dale Hicks
Manufacturers' Representative/Distributor.

TETLEY, INC.
100 Commerce Drive
Shelton, CT 06484
(203) 929-9289
Philip Wrubel
Manufacturer of Tetley tea bags, packaged tea, iced tea mix, low-calorie tea, instant tea, Martinson/Mr. Automatic Coffee, Cafe' Bustelo, Savarin Coffee, Browngold Coffee, Medaglia D'Oro Coffee, and Cafe' El Pico.
SB 10-500-305

TEXIZE
Division of The Dow Chemical Co.
P.O. Box 368
Greenville, SC 29602
(803) 963-6879
J. E. Chrismon
Manufacturer of FANTASTIK, GLASS* PLUS, PINE POWER, SPRAY N WASH, K2r, GREASE RELIEF, YES, NO PEST STRIPS, WOOD PLUS sold in commissaries/exchanges worldwide.
SB 10-500-363

THOMAS J. LIPTON, INC.
800 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 567-8000
Vincent C. LeFante
Richard Friel
Thomas C. Ivey
R. F. Milliner
Manufacturer of Package Tea, Tea Bags, Instant Tea, Iced Tea Mix, Soup, Instant Soup, Salad Dressing, Noodles and Gelatine products for Commissaries and Exchanges worldwide.
SB 10-500-135

THOMPSON MEDICAL COMPANY
919 Third Avenue
New York, NY 10022
(800) 862-4500
Wes Osborne
Frank Cirone
Bruce Palmer
Walter Shron
Manufacturer and marketer of OTC Diet Aids, Metered Meal Replacements and other Health & Beauty Aid products. Manufactures leading appetite suppressant, Dexatrim, and the number-one powdered meal replacement, Slim Fast.
SB 10-500-271

3M CENTER
St. Paul, MN 55144
(612) 733-0576
David J. McCarney
Arnold Brown
Chuck Carnes
Norman Hill
Pressure-sensitive tapes, carpet cleaner, energy insulation products, a fabric protector, sandpapers, adhesive, scrubbers, sponges, handpads, self-stick notes, electrical connectors and dust masks.
SB 10-500-013

3M DEUTSCHLAND GmbH
U.S. Government Services Europe
Carl-Schurz-Strasse 1
D-4040 Neuss 1
West Germany
(02101) 14-2840
Wolfgang Heuer
Gerrit Krope
Provides 3M and non-3M products to the military; pre- and after-sales service, contract administration, other services in Europe, North Africa and Middle East.

3M/PERSONAL CARE PRODUCTS DEPARTMENT
3m Center
Building 225-1N
St. Paul, MN 55144
(612) 736-3031
Pual Bierhaus
Joel Crocker
Gordon Kill
Manufacturer of BUF-PUF brand skin care products, TITRALIC brand antacid products, COLD COMFORT brand cold pack and 3M brand home health aid products.
SB 10-500-013

TOLONA PIZZA PRODUKTE GmbH
Industriestrasse 31
Walldorg-Heidelberg
West Germany
6-227-3122
Richard Warren
Sam Takemoto
Manufacturer of various sizes of pizza crusts and distributors of other pizza products worldwide.

TOMLIN MARKETING & ASSOCIATES
1422 Perennial Drive
San Antonio, TX 78232
(512) 494-6232
Reg M. Tomlin
Don Tankersley

TONY'S PIZZA SERVICE
Div. of Schwan's Sales Entpr.
115 West College Drive
Marshall, MN 56258
(507) 532-3274
(1-800) 533-5290 ext. 2550
John Greenlee
Jewel Roesler
Manufacturers of Tony's Pizza, Red Baron Pizza, Cafe Mexico, and Happy Jose Frozen Foods.
SB 10-500-458

TOOTSIE ROLL INDUSTRIES, INC.
7401 S. Cicero Avenue
Chicago, IL 60629
(312) 838-3400
Donald A. Kottner
George B. Rost
Candy Manufacturer of Tootsie Rolls, Tootsie Pops, Tootsie Pop Drops, Bonomo Taffy and Hard Candy, and Mason Dots. These products are made available for resale in commissaries and exchanges worldwide.
SB 10-500-403

TRANS-EUROPEAN MARKETING, INC.
Feldbergstrasse 25
6000 Frankfurt
Federal Republic of Germany
0611-723458/723459
Peter Fleming
Kenneth Cass
John H. Holmes
Virgil W. Watkins
Military brokers representing Food and Health & Beauty Aid manufacturers to commissaries in Europe and the Middle East.

TREESWEET PRODUCTS CO.
9801 Westheimer Suite #900
Houston, TX 77042
(713) 798-2222
Ronald M. Tarantino
Manufacturer of TreeSweet Products consisting of premium orange juice, grapefruit juice, apple juice frozen concentrate as well as other juices and juice blends. Glass-pack and single service sixe 6 oz. and 46 oz. cans.
SB 10-500-258

TREE TOP, INC.
P.O. Box 2549
Yakima, WA 98907
(509) 575-3909
Jack Topper
Steve Mason
Burt Upshaw
Frank Weise
Manufacturer of apple juice and cider, blended fruit juices; sparkling apple grape juice; frozen apple cider and blended juice concentrates; and applesauce.
SB 10-500-043

TRI-STATE WHOLESALE ASSOCIATED GROCERS
P.O. Box 9938
El Paso, TX 79990
(915) 772-5241
Art Warren
Stanton L. Irvin
Andy Jullian
Ron McCrobie
Distributor of dry grocery, meat, dairy, eggs, perishables, produce, and HBA products to military commissaries in West Texas and New Mexico.

TROPIC-CAL, INC.
2600 E. Broadway
Los Angeles, CA 90007
(213) 747-4361
Donald F. 'Budd' Allen
David Halpern
George Weiss
Howard Weiss
Tropic-Cal produces and supplies mens and ladies fashion sports and ski glasses commercial eye wear worldwide.

TROPICANA PRODUCTS SALES, INC.
Subsidiary of Beatrice Companies, Inc.
P.O. Box 338
Bradenton, FL 33506
(813) 747-4461
Rosanne Megrath
Processor of citrus and apple juices and drink products—carton, glass and frozen concentrate.
SB 10-500-595

TYSON FOODS
Post Office Drawer E
Springdale, AR 72764
(501) 756-4000
Charlie Stuttle
Dave Matassoni
Carrol Wilson
Lea Wilson
Manufacturer of poultry in both retail and food service. Cornish hens, Chick'n Quick, Tyson Entrees, and Mexican Original products. (Also see Tastybird Foods, Inc.)
SB 10-500-435

U

UNCLE BEN'S INC.
3060 Timberview Road
Dallas, TX 75229
(214) 352-5921
Donald C. Watson
Robert W. Tyner
Processors of Uncle Ben's Converted Brand Rice, Wild Rice products, flavored rices, brown rice and instant rice.
SB 10-500-196

UNION CARBIDE CORPORATION
H & A Division 'Glad'
Old Ridgebury Road
Danbury, CT 06817
(203) 794-3904
Don Parker
D. F. Giovanetti
H. A. Richmond
Jim Trusk
Manufacturer of "GLAD", "Sheer Strength", Brand plastic wrap and bags.
SB 10-500-217

UNITED FOODS, INC.
Frozen Food Division
P.O. Box 119
Bells, TN 38006
(901) 663-2341
James F. Strait
Matthew J. Kwasek
Producer of Winter Garden, Pictsweet and Freezer Queen Brand frozen foods. United is the largest complete full line packer of frozen vegetables in the U.S.
SB 10-500-119

UNITED VIRGINIA BANK
5 Main Plaza East
Norfolk, VA 23510
(804) 858-3000
Lex W. Troutman
Offering a full range of credit and deposit services with particular emphasis on serving military distributors and manufacturers' representatives.

THE UPJOHN COMPANY
700 Portage Road
Kalamazoo, MI 49001
(616) 323-6656
Daniel L. Korpolinski
Gary D. Buller
Rudolph Fowler
Donald P. Toole
Manufacturer of Uni Cap Vitamins, Cortaid cream, lotion and ointment, Cheracol, D-Cheracol Plus, Mycitracin, Kaopectate Concentrate, Kaopectate tablets, Basiguent ointment, Cortes feminine cream to military commissaries and exchanges worldwide.
SB 10-500-505

U.S. TOBACCO COMPANY
100 West Putnam Avenue
Greenwich, CT 06830
(203) 661-1100
Donna Leitao
Chris Bondurant
Anthony M. Callanian
Principal product is Smokeless tobacco including Copenhagen, Skoal, Skoal Long Cut, Skoal Bandit, and Happy Days; produces and markets pipes, pipe tobacco, cigars, and premium wines.
SB 10-660-003

V

V. H. MONETTE & COMPANY
Smithfield, VA 23430
(804) 357-4141
Alan V. Monette
Tom (George T.) McCracken
Vince Melton
David G. Monette
Manufacturer's representatives servicing worldwide military resale market. Complete services in sales, marketing, merchandising, contracting, order processing, data processing (including billing). Commissary and Exchange Divisions.

VIDAL SASSOON, INCORPORATED
2049 Century Park East
Los Angeles, CA 90067
(213) 553-6100
Frank Curtin
International marketer of hair care products made available for resale to commissaries and exchanges worldwide.
SB 10-500-034

VIP FOODS, INC.
6349 South Memorial
Tulsa, OK 74133
(918) 252-5791
Guy Lewis
Ted Johnson
Fred Myers
Erma White
SB 10-500-509

VITA-FRESH VITAMIN CO., INC.
7366 Orangewood Avenue
Garden Grove, CA 92641
(714) 898-9936
Vincent T. Chodor
Bob Alexander
Kirk Scarborough
Manufacturer of vitamins and food supplements made available for resale in commissaries and exchanges worldwide.
SB 10-500-171

VIVITAR CORPORATION
1630 Stewart Street
Santa Monica, CA 90406
(213) 829-3672
Gary Davis
A. J. Saunders
Leading manufacturer of photographic equipment (lenses, electronic flash units and cameras) made available for resale at military exchanges, ships' stores and Veterans canteens, worldwide.

W

W. D. WARREN COMPANY KG
5, Im Steingrund
D-6072 Dreieich 3
Frankfurt/Main
West Germany
06103-605429
Kenneth L. Bennett
Stewart Booth
Eugene Elskens
W. D. Warren
Worldwide sales representation (offices in Dallas, Tx.; Atlanta, Ga.; Italy; Span; UK) for consumer goods providing warehouseing delivery and billing services. Customers: American/NATO forces; AAFES worldwide.

W. I. NORTON MARKETING COMMUNICATIONS
6 Hohenstrasse 8
D-6242 Kronberg/Taunus
West Germany
-67-136-4820
William I. Norton

WARNER-LAMBERT COMPANY
201 Tabor Road
Morris Plains, NJ 07950
(201) 540-3161
E. M. Ogorzalek
S. N. Gaeger
Stuart M. Johnson
Richard Price
Leading worldwide developer and marketer of health card and consumer products (mints and gum) for resale to military commissaries and exchanges worldwide.
SB 10-500-263

WATSON & WILLIS, INC.
1319 Leegate Road N.W.
Washington DC 20012
(202) 726-0016
John R. Watson

THE WAVERLY GROUP
19 Pine Street
Bradford, PA 16701
(814) 362-3501
Jerome Fishkin
J. Joanne Fishkin
Jack Fishkin
Paul Howard
Designers, manufacturers and representatives of Men's High Fashion and Ultra High Fashion for men's clothing and accessories serving the military worldwide.

WEBCO USA, INC.
901 North Pitt Street
P.O. Drawer 1140
Alexandria, VA 22313
(703) 836-0414
John L. Hohman
Carl H. George
Donald Koch
Roy Thomas
Worldwide sales representation to commissaries and exchanges. Experienced in working frozen and non-perishable foods, HABA items, personal care and household products.

WEBSTER INDUSTRIES, INC.
58 Pulaski Street
Peabody, MA 01960
(617) 532-2000
Harry Haidet
SB 10-500-473

WELCH FOODS, INC.
100 Main Street
Concord, MA 01742
(617) 371-1000
Leonard F. Amendola
Thomas G. De Jose
R. E. Dykstra
Dennis Kirchner
Manufacturer of Frozen and Bottled Grape Juice, Grape Jellies, Jams, and Preserves; Grape Drinks; Frozen Cranberry Cocktail, and Strawberry Jam for resale to military markets worldwide.
SB 10-500-530
SB 10-500-031

WERTZ FOOD COMPANY, INC.
P.O. Box 2575
Lawton, OK 73502
(405) 353-3625
Matt Purvis
Gene Purvis
Jerry Wertz
Military, Institutional and Retail Grocery Distribution.

WESCOTT LTD.
695 South Colorado Boulevard
Suite 260
Denver, CO 80222
(303) 744-7600
(800) 551-2736
Tim Scott
Tom Daniels
Randy Phillips
An International Marketing Company, representing manufacturers to commissaries and exchanges worldwide.
SB 10-500-588

WEST BEND COMPANY
400 Washington Street
West Bend, WI 53095
(414) 334-6819
R. J. Mollwitz
Manufacturer of Buffet Appliances, Coffee Makers, Cord-less Iron, Total Gym Physical Fitness Equipment, Exercise Rowers, bicycles, treadmills, bathroom scales, Electronic Timers and related housewares items. Division of Dart/Kraft.

WEST COAST GROCERY COMPANY
P.O. Box 2237
Tacoma, WA 98401
(206) 593-3193
Verle Bryant
Charlie Hyde III
David McCarthy
Rose Nash
Voluntary full-service wholesale grocery firm. Corporate H.Q. in Tacoma; branch operations in Salem, OR and Spokane. Provides service to commissaries in Northwest/Alaska.

WESTERN DISTRIBUTION SERVICES, INC.
19809 89th Ave South
Kent, WA 98031
(206) 251-0512
Michael G. Doherty
John Naylor
Paul DiJulio
Dry grocery warehouse, do not handle chill or frozen, full container service. USDA, USDC approved public warehouse with services to all bases in WA, OR, UT, MT, WY, ID and AK.

WESTERN MILITARY SALES
P.O. Box 683
Lafeyette, CA 94549
(415) 284-2385
Mel Coleman
Tom Coleman
Kelly Rogers
Nat Rogers
Full service military broker with representation in Western States and the Pacific.

WESTERN PUBLISHING COMPANY INC.
1220 Mound Avenue
Racine, WI 53404
(414) 633-2431
Thomas B. Sweetman
T. K. Kaiser
Joseph A. Marino
James O'Donnell
Western produces books and activity products under four trademarks: Golden,Golden Book Videos, Golden Press, Whitman and Scribbler. Included are books, games, coin supplies, puzzles, and educational products.

WESTWOOD PHARMACEUTICALS, INC.
100 Forest Avenue
Buffalo, NY 14213
(716) 887-3472
Paula Turk
Westwood Pharmaceuticals, Inc. a subsidiary of the Bristol Myers Co., manufactures and markets dermatological products sold by prescription and over-the-counter. Westwood is headquartered in Buffalo, NY.
SB 10-500-204

WETTERAU, INC.
P.O. Box 10408
Charleston, SC 29411
(803) 797-6700
Leslie H. Dial
Leonard Newton
Wetterau provides wholesale food distribution and specialized support services to retailer customers. The Charleston Division serves independent grocery stores and military bases in South Carolina, North Carolina and Georgia.

WHITE BROKERAGE COMPANY
4201 Bounty Road
Virginia Beach, VA 23455
(301) 322-3332
Chet W. Tebo
Jeff Smith
Fred Zolonas
Manufacturer's Representative.

WHITE'S FOOD PRODUCTS
2400 Union Street
Oakland, CA 94607
(415) 834-9915
Jean Gannett
Henry Gannett
A supplier of quality bagged baking nuts, snack nuts and condiments. Product is available for all Military Commissaries and Exchanges worldwide.
SB 10-500-631

WHITEHALL LABORATORIES
Div. Of American Home Products Corp.
685 Third Avenue
New York, NY 10017
(212) 878-5542
Donald C. Olson
Theodore Brennan
W. J. Crosby
Donald Montgomery
SB 10-500-005

WILSON FOODS CORPORATION
4545 Lincoln Boulevard
Mail Stop 25, P.O. Box 26724
Oklahoma City, OK 73105
(800) 654-8277
Donald L. Meinhart
Kathy Compton
Dan Kolar
Jerry Mott
Produces and sells ham, bacon, sausage, smoked pork ("RECIPE READY BRAND")and shortening.
SB 10-500-075

THE WINE GROUP
177 Post
Suite 550
San Francisco, CA 94108
(415) 986-8700
Dale Turner
Arthur A. Ciocca
Lynn O. McShane
The nation's fifth largest domestic winery producing MOGEN DAVID, MD 20/20, TRIBUNO VERMOUTH and FRANZIA CALIFORNIA WINES for resale to package stores, clubs, exchanges, embassies, and Veterans canteens worldwide.

WINTER HILL FROZEN FOODS, INC.
Ten Otis Street
Westboro, MA 01581
(617) 366-9601
Harold Rudnick
George Duchaine
Carlo Iannelli
Robert Nazarian
Distributor of frozen foods and chilled products to 17 commissaries in seven states (New England and Upper N.Y. state).

Wm. WRIGLEY, JR. COMPANY
410 North Michigan Avenue
Chicago, IL 60611
(312) 644-2121
J. M. Schumacker
A. Cipollina
Kurt Schalk
Robert Togtman
Manufacturer and distributor of Wrigley chewing gum to military commissaries and exchanges worldwide.
SB 10-500-111

The Latest New ALA Members

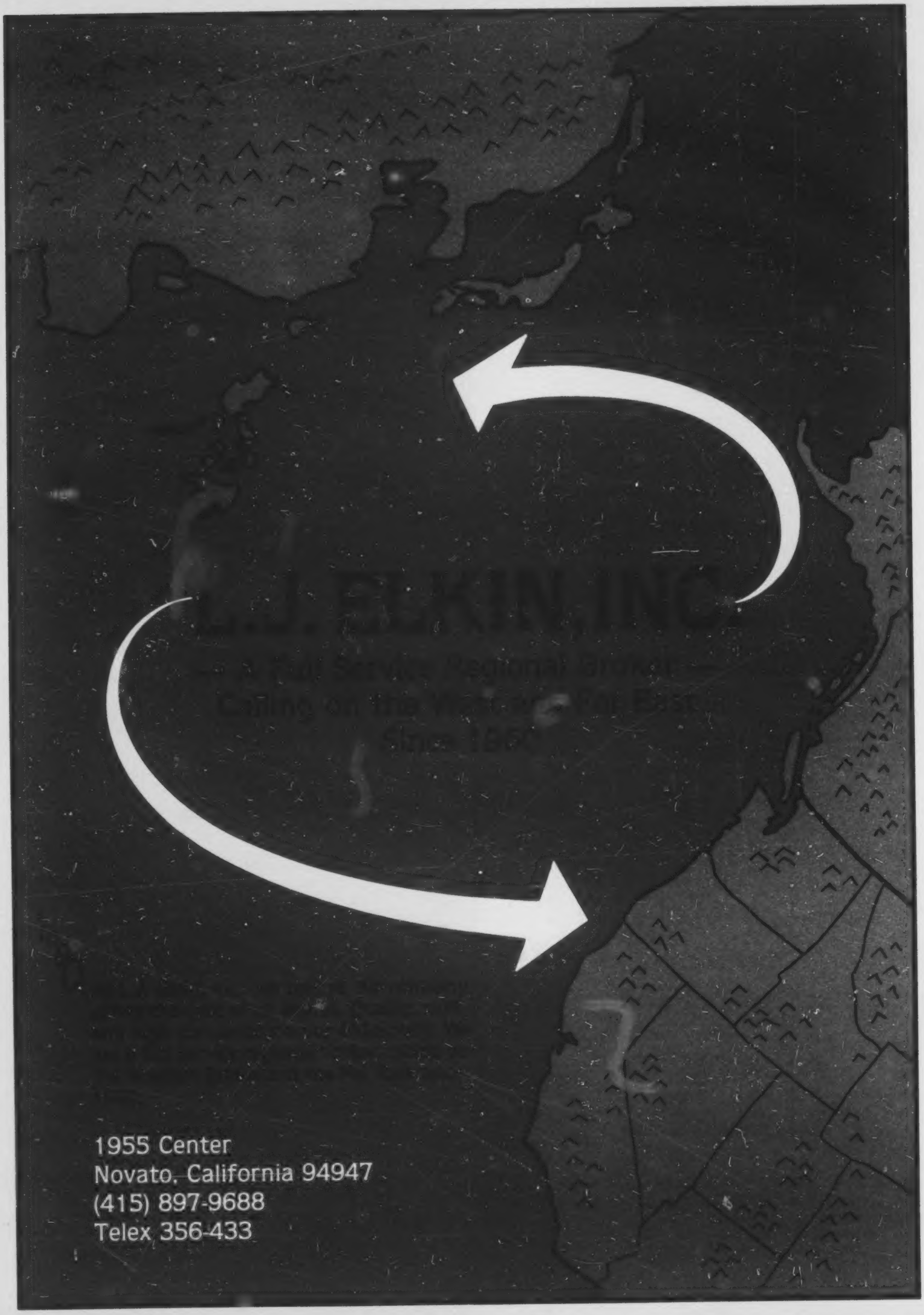
The companies listed below joined the ALA as Industry Members after the main list was assembled. Their inclusion brings the roster of company members up-to-date as of September 1, 1985.

ALBERTO-CULVER
2525 Armitage
Melrose Park, IL 60160
(312) 450-3000
Karl Lape
Mike Barham
Dave DeTomaso
Tom Guinan
We manufacture and market HABA as well as grocery and household products to commissaries, and exchanges through our broker, S & K Sales. Brand names include Alberto, VO5, FDS, TCB Ethnic Hair Care Products, Consort Men's Hair Care Products, Mrs. Dash Salt Alternative Products, Sugar Twin, and Static Guard.
SB 10-500-457

G & B PACKING CO., INC.
1033 MacLay Street
P.O. Box 1647
Harrisburg, PA 17105
(717) 232-1984
Lee Schiller
Lawrence Grossman
Jack Kime
Export packing house specializing in the inspection, marking, and delivery of commissary freight to government receiving activities. Specialist in source load containerization.

R. J. REYNOLDS TOBACCO INTERNATIONAL, INC.
401 N. Main Street
Winston-Salem, NC 27102
(919) 777-5000
Mack C. Dagenhart
William V. Braswell
Thomas G. Firth
Mike McCann
Manufacturer of Camel, Winston, Salem, Vantage, Doral, Sterling, Century and other cigarettes for overseas military sales, excluding Alaska and Hawaii.
SB 10-500-053

ROYAL CROWN COLA COMPANY
Gould Center East Tower
Suite 500
2550 Golf Road
Rolling Meadows, IL 60008-4092
(312) 981-4000
Marshall B. Sutton
Manufacturers and distributors of Royal Crown Cola, Royal Crown 100, Royal Crown 100 Diet, Diet Rite, Cherry RC, Diet Cherry RC, Upper 10 Products, Nehi Flavors, Nehi Mixes, and Kick products to military exchanges and commissaries worldwide.



Original Blend
Purina
Cat Chow

who makes the military market pur-r-r?

D&S

Purina© gives military pets a balanced diet. D & S, their military marketing agency, feeds Purina the same kind of fare. Dunham & Smith mixes a hearty portion of service with plenty of specialized knowledge — for healthy, growing, world-wide sales. Maybe that's why all D & S principals are such happy cats. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

Best of Disney
Betty Crocker's Cookbook
The Many Faces of Ernie
Sesame Street
Golden

who books the business in the military market?

D&S

Dunham & Smith's record makes good reading, too. As military marketing agency for Western Publishing Co., and a limited number of other prime principals, D & S never lets you "lose your place" — on book shelves, or any other shelves. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

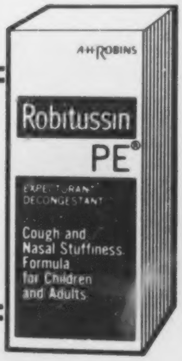
Colgate
Winter-fresh Gel
Colgate
Great Regular Flavor

who puts the smile on the military face?

D&S

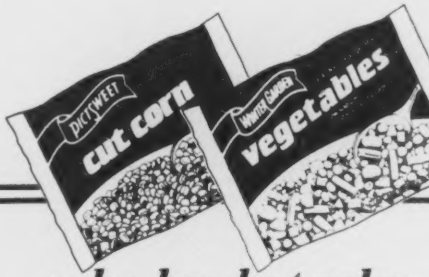
Colgate® toothpastes have protected generations of healthy, bright, military smiles. D & S has represented Colgate-Palmolive Company for 20 years. Colgate® puts the smile in the military market. D & S keeps it there! Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

who clears up military congestion?


A·H ROBINS
Robitussin
PE®
EXPECTORANT
DECONGESTANT
Cough and
Nasal Stuffiness
Formula
for Children
and Adults

D&S

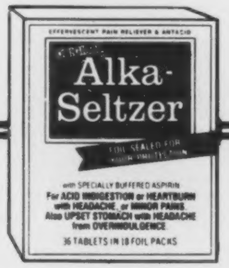
Robitussin provides continuous decongestant action. So does Dunham & Smith their military marketing agency. Fast action, sales action . . . for a limited number of top brand name manufacturers who feel better all day, sleep better all night and breathe easier because of the unique and effective D & S action formula. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.



who has hot sales in military freezers?

D&S

D & S and United Foods make military frozen foods sales sizzle with hot selling brands like WINTER GARDEN and PICTSWEET. If your frozen food sales are frigid, call us and we'll show you how to turn your frozen assets into cold cash. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.



who cures military marketing headaches?

D&S

Dunham & Smith, plus Alka Seltzer®, gives you quick relief from military market upsets. The D & S sales philosophy "bubbles", (like Alka Seltzer®). It's especially effective taken *before* an upset occurs. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

CERTI-FRESH
Frozen Seafood

who fries the fish in the military market?

D&S

D & S and CERTI-FRESH . . . That's who! Dunham & Smith's worldwide services keep them and a limited number of other top brand name manufacturers in the swim. If your military sales are drowning, we can help. And that's no fish story! Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

Raid
House & Garden

who kills military marketing bugs dead?

D&S

S.C. Johnson's RAID is the world's leading insect executioner. They chose Dunham & Smith to handle their military marketing. If you've got "bugs" in your military sales, call us. We'll crawl all over them! Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

B. GREEN & CO'S., INC.
Military Marketing Team

HUGH McKENZIE EDWARD ROACH DON O'NEIL DAVID GREEN
RANDY WINSTEAD HANNAH GREEN JUDI KENDRICK WALTER WOLFEL

We help 175 manufacturers deliver their products to ... the following Military Bases:

NEW YORK
Floyd Bennett Field
Governors Island CG
Fort Hamilton
Mitchell Field NAS
Ft. Wadswath

NEW JERSEY
Bayonne
Lakehurst NAFC
Cape May CG
McGuire AFB
Fort Monmouth
Picatinny Arsenal

PENNSYLVANIA
Willow Grove
Carlisle Barracks
Mechanicsburg DPSC
Mechanicsburg Exchange
New Cumberland AD
Oakdale Support Element
Philadelphia NAS
Philadelphia Exchange
Tacony
Tobyhanna AD

DISTRICT OF COLUMBIA
Bolling AFB
Fort McNair

MARYLAND
Aberdeen PG
Andrews AFB
Edgewood Arsenal
Fort Meade
Meade Annex
Fort Ritchie
North Severn (Annapolis)
Patuxent NAS
Walter Reed Army Medical

VIRGINIA
Cameron Station
Dahlgren NW
Fort Belvoir
Fort Myer
Myer @ Cameron
Quantico MSC
Vint Hill Farms
Bellwood Warehouse
Camp Elmore
Fort Eustis
Fort Lee
Fort Monroe
Langley AFB
Norfolk SDA 213
Little Creek NAB
Oceana NAB
Portsmouth CG
Richmond Support
Fort Story
Yorktown CG

FLORIDA
Jacksonville Complex:
  1. Jacksonville NAS
  2. Cecil Field
  3. Mayport
NTC Orlando
Patrick AFB
McDill AFB
Homestead Field
Eglin AFB
Hurlbert Field
Key West Navy
Pensacola Complex:
  1. Ellyson Field
  2. Whiting Field
  3. Corry Station
  4. Naval Marine
CG St. Petersburg

DELAWARE
Dover AFB

NORTH CAROLINA
Camp LeJuene MSC
Cherry Point, MSC
Elizabeth City CG
Fort Bragg
Pop AFB
Seymour Johnson AFB

SOUTH CAROLINA BASES:
Charlestown NA
Charleston AFB
Fort Jackson
Myrtle Beach AFB
Parris Island MSC
Shaw AFB

ALABAMA
Fort Rucker
Maxwell AFB
Gunther AFB
Fort McClellan
Redstone Arsenal

GEORGIA
Fort Benning
Fort Gillem
Fort Gordon
Fort McPherson
Fort Stewart
Hunter AFB
Moody AFB
Robins AFB

CONTACT:
DAVID GREEN, Vice President
WALTER WOLFEL
DIRECTOR OF MILITARY SALES
HANNAH GREEN, MILITARY LIAISON

B. Green & Co., Inc.
HEADQUARTERS
3601 Washington Blvd.
Baltimore, Maryland
1-301-247-8300

B. Green of North Carolina
P.O. Box 987
Dunn, North Carolina
1-919-892-1164

B. Green of Virginia
Norfolk Industrial Park
Norfolk, Virginia
1-804-853-0833

B. Green of Florida
1264 LaQuinta Drive
Orlando, Florida
1-305-859-2481-82

Ignore them and they'll go away.

B&W

Your Brown & Williamson brands will move even if you ignore them. But they will move faster and be more profitable if they're given the attention they need.

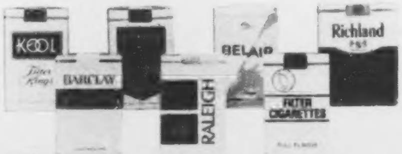
That's what Brown & Williamson's Tobacco Plus is all about. It's a comprehensive program that maximizes your B&W sales, profits, turns and R.O.I.I.

It demonstrates which B&W brands, and how many, you should carry to meet consumer needs and optimize sales in today's market. It shows you how to insure an appropriate inventory without overstocks or understocks, select the most effective carton and pack merchandising methods, and increase profitability through our promotions.

And Tobacco Plus will assist you in making your B&W tobacco products as profitable as they can be with these incentives, services and programs:

- Carton Fixturing
- Package Fixturing
- Carton Shelf Payments
- Counter Display Payments
- Account Business Analysis
- Liberal Selling Terms
- Direct Account Incentive Program
- Return Goods Handling Allowance
- Generic Program Incentives
- Around-the-Clock Customer Service
- Audio/Visual Training Materials
- A Responsive, Professional Sales Force

If you want to get the most profitability from your B&W brands, and enjoy one of the most comprehensive service programs in the industry, ask a Brown & Williamson representative about Tobacco Plus. See how fast your Brown & Williamson brands will move.



Tobacco Plus

© 1985 B&W T Co.

B&W BROWN & WILLIAMSON TOBACCO CORPORATION

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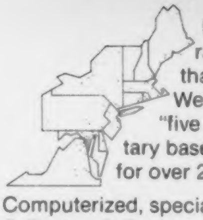

No supplier gets a higher rating from the military than we do. And no wonder. We've been providing reliable "five star" delivery to 55 military bases from Maine to Virginia for over 25 years.

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Introducing lady speed stick® light musk anti-perspirant.

- LADY SPEED STICK is the most successful new product introduction into the solid segment, ever.*
- LADY SPEED STICK is now the #1 selling solid among women.*

NEW! FRAGRANCE
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ANTI-PERSPIRANT/DEODORANT
lady speed stick
ANTI-PERSPIRANT
MENNEN
LIGHT MUSK

- MUSK is one of the most popular fragrances among women.
- New LADY SPEED STICK LIGHT MUSK is the first musk scented anti-perspirant for women.
- New LADY SPEED STICK LIGHT MUSK anti-perspirant will maximize your profits on the LADY SPEED STICK line.

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Exchange Representative
Overseas—
Milbrands, Inc.
Ships'A Float, Hawaii and
Alaska—
C. Lloyd Johnson Co., Inc.

The only musk scented anti-perspirant for women.

by **MENNEN**

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*National Audit Data.

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"EURPAC MAKES IT EASY TO TAKE YOUR PRODUCT TO THE MILITARY MARKET."

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Eurpac, a leader within the military resale market, makes it easy and profitable for you to take your product to the military. With over 35 years of successful worldwide experience, Eurpac will function as your sales, marketing and merchandising force to the military. Our sales and merchandising group of trained professionals, is prepared to keep you informed of the fast paced and quickly changing opportunities of the military marketplace.

Our product experience is vast, including areas such as grocery products, health and beauty aids, fashion accessories, electronics, housewares, stationery and personal care.

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Through separate sales forces, we cover every American military commissary and exchange worldwide, as well as ships afloat. We are prepared to promote aggressive in-store sales support activities to increase your sales opportunities with potential customers.

And, Eurpac advises, schedules and coordinates innovative in-store promotions through coupons, displays, price reductions and demonstrations.

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With state-of-the-art equipment, we provide detailed analysis and computer-generated penetration reports. These modern up-to-date reporting systems allow simple adaptation to new military procurement policies and procedures.

Increase Your Sales

Eurpac complements your retail sales effort with an efficient, specialized military sales force. Let us show you how we can pool our vast resources to increase your product exposure and sales, while ensuring an uninterrupted flow of merchandise to the military market.

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170 MASON STREET, GREENWICH, CT. 06830
(203) 622-8400

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Associated Brands Int'l, Inc.
Bisek & Company, Inc.
Budd Steele Company
C. Lloyd Johnson Co., Inc.
CB Sales, Inc.
Century Sales, Inc.
Consolidated Military Sales
Continental Military Marketing
David W. Muncey, Ltd.
Dick Hughes & Co., Inc.
Dixon Marketing, Inc.
Don-Ron Company
Donald W. Dickerson, Inc.
Dunham & Smith Agencies, Inc.
Embos Import-Export-Handel
Emco Sales Company, Inc.
Eurpac Service, Inc.
Exchange & Commissary Sales
Fidelity, Inc.
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Gateway Marketing, Inc.
George E. Abbott & Co., Inc.
Harold S. Stein & Associates
Hash Mark Associates, Inc.
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IMBA Sales Company
International Mercantile GmbH
J. D. International
J. T. Hervey & Associates, Inc.
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John K. Kealy Co.
K n R Military Sales, Inc.
L. J. Elkin, Inc.
Loyal Trading Int'l, Ltd.
M. J. Daniel Company
Marketing Prophets
Mid-Atlantic Coca-Cola Bottling
Midwest Military Brokers
Milbrands, Inc.
Military Sales & Service Co.
Mohawk Marketing Corporation
Myport II Associates
Overseas Military Sales Corp.
Overseas Service Corporation
Phil Singer Associates, Inc.
Rampart Marketing, Inc.
Reese Brokerage Company
Rep Brokerage Company
S & K Sales Company
S. Schwartz Sales
Sarvis, Inc.
Swan Sales Corporation
Sy Abzub & Company
Telma Electronics, GmbH
Tomlin Marketing
Trans-European Marketing, Inc.
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W. D. Warren Co. KG
Watson & Willis, Inc.
Waverly Group, Inc.
Wescott, Ltd.
Western Military Sales
White Brokerage
Witt & Associates of Alaska

Distributors

AGS Foods, Inc.
American Pacific Transport Co.
Ark Food Distributors
Art Dykstra Sales, Inc.
Associated Grocers of Colorado
B. Green & Company
Berliner Foods Corporation
Bluebird Distributing Co.
Bob's Distributing Co., Inc.
Boudreaux Distributing Co., Inc.
Burke Distributing Co., Inc.
C & S Wholesale Grocers
C. B. Ragland Company
C Forster GmbH
California & Washington Co.
California Military Distributors, Inc.
California Pacific Associates
Chadwick Distributing, Inc.
Chalmers Distributors, Inc.
Core Mark Distributors
Cressey Dockham & Co., Inc.
D & H Distributing, Inc.
Federated Military Sales, Inc.
Flash Steak Company, Inc.
Fleming Companies, Inc.
Food Service Co. West Florida, Inc.
Front Range Distributors
Golden Food Products, Inc.
Goya De Puerto Rico, Inc.
Green Spot (Middle East) Ltd.
H & H Foods, Inc.
Hamberger Enterprises, Inc.
Hawaii Meat Co., Ltd.
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Hoerter Provision Co., Inc.
J. A. Sharoff & Company
Jillson Distributors, Inc.
Johnson Bros. Distributors
Lewis Bear Company
M. Loeb/Tidewater Wholesale Grocery Corp., Inc.
Marin Products
Merritt Sales
Mexim Company, Inc.
Midwest Food Distributors, Inc.
Military Distributors of Virginia, Inc.
Military Distributing, Inc.
Military Sales & Distribution
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National, Inc.
National Industries for the Blind
New Century Beverage Company
Norton Food Co., Inc.
Pantry Shelf
Paul Baker, Inc.
Plantation-Sysco
Post Sales & Service, Inc.
Potomac Food Distributors, Inc.
Quality Brands Distributing
Richfood, Inc.
S. Prawer & Company
Safeway Stores, Inc.
Scrivner, Inc.
Select-Sysco Foods, Inc.
Service Deli, Inc.
Spilman Company, Inc.
Sterling Downey Sales Company
Super Valu Stores, Inc.
Sweeney & Company
Sweet Life Foods
Tri-State Wholesale Assoc. Grocers
West Coast Grocery Co.
Western Distribution Services, Inc.
Western Grocers, Inc.
Wetterau Inc. (Charleston Div.)
White's Military Sales & Service
Winter Hill Frozen Foods, Inc.

Note: For more detailed information about these companies and the services they provide see "**ALA Industry Members,**" pages 19–42.

Current as of August 16, 1985.

ALA Membership

"There is a destiny which makes us brothers/None goes his way alone"
—Edwin Markham 1900

3M* 3M Deutschland* 3M/Personal Care* A&W* Geo. E. Abbott* Sy Ahzug* Acoustic Research* AFN TV-Guide* ACS Foods* Airway* Airwick* AKM Distributing* Allergan* Alpac* Alpo Pet Foods* Am. Cyanamid* American Greetings* Am. Pacific Transport* Am. Safety Razor* American Tobacco* American Vitamin* Andrews-Mautner* Anheuser-Busch* Anstar* Elizabeth Arden* Armed Forces Marketing Council* Armor All* Armour Food* Armour-Dial* Army Times* Artex* Associated Brands* Assoc. Grocers* AT&T* Audiovox* Azar Nut* Paul Baker* Banquet* Barnes-Hind* Basic Amer. Foods* Beatrice Foods* Lewis Bear* Beecham* Beech-Nut* Becton-Dickinson* Bende & Sons* Best Foods* Bev., Foods & Services* Birtcherd Dairy* Bisek* Block Drug* Blue Bird Dist.* Blue Star Foods* Bob's Distributing* Borden* Bose* Boudreaux* Brown & Williamson* Brown-Forman* Bryan Foods* Carl Buddig* Bundy* Burke Dist.* Burger King* Butcher Boy* C&S Wholesale* C. Forster* Caldwell-Reingold* California Almond Growers* California & Washington* Cal. Military Distributors* Cal. Pacific* Campbell Taggart* Campbell Soup* Canada Dry* Canon* Captain Ken's* Carnation* Carter Products* Castle & Cooke* CB Sales* Century Sales* Chadwick Dist.* Chalmers Distributing* Champion* Chattem* Chesebrough-Pond's* Chiquita Brands* Church & Dwight* Clorox* Coca-Cola* Coca-Cola Foods* Coca-Cola Bottling* Colgate-Palmolive* Colonial Beef* Conair Corp.* Consolidated Cigar* Consolidated Military* Continental Baking* Continental Military Mktg* Adolph Coors* Corning Glass Works* Creighton Shirtmakers* A.T.Cross* Cressey Dockham* Crown Zellerbach* Helene Curtis* D&H Distributing* M.J.Daniel* Del Monte* Deutsch SISI-Werke* N. Defilippes* DHC-Vergung* Distribution Services* Dixon Marketing* Don-Ron* Donald W. Dickerson* Dow Chemical* Sterling Downey* Dr. Pepper* The Drummers* Duffy-Mott* Dunham & Smith* Durkee* Art Dykstra* Executive Business Media (E&C News)* E&C Sales* Early California* Eastman-Kodak* Economics Lab* L.J.Elkin* Emborg* Embos* Exchange Sales & Services* Emco* Eurpac Service* Faberge* Family Magazine* Farley Candy* Federated Military* Femic/Danal* Fidelity* Flash Steak* Fleming Companies* S.M. Flickinger* Food Service* Foster-Grant* R.T. French* Frito-Lay* Front Range* Fuji Film* Gagliardi Bros.* Galletti Bros.* T.W. Garner* Garland Industries* Gateway Mktg* General Electric* General Foods* General Mills* Georgia-Pacific* Gerber* Gillette* Glaser Bros.* Golden Food* Golden Grain* Good-Mark* Goya* Goya de Puerto Rico* Green Forest* B. Green* Green Spot* Gwaltney* H&H Foods* Hallmark Cards* Herbert Halperin Distr.* Hamberger* Hanover Brands* Hanover Guest* Hartz Mountain* Hash Mark Associates* Hawaii Meat* Heinz* Helme Tobacco* Herb-Ox Sales* Hershey* Kerta KG* J.T.Hervey* Highplains Mktg.* Hills Bros.* Hoerter Provision* H.P. Hood* Geo.Hormel* Dick Hughes* Hunt-Wesson* N.K. Hurst* IMBA* Innovative Time* Int'l Playtex* Int'l Mercantile* J.D.Int'l* James River* JBL* Jeno's* Jensen Sound* JFC* Jillson Distr.* C.Lloyd Johnson* Joan M. Johnson* Johnson & Johnson* Johnson Bros.* Johnson Products* S.C.Johnson* Juice Bowl* Kahn's* Kal Kan* KayserRoth* John K.Kealy* Keebler* Kellogg* Kentucky Fried Chicken* Kern* King Shrimp* KnR Sales* Kikkoman* Knouse Foods* Kodak* Kraft* L'Eggs* L'Oreal* I.Lachman* Ladycom Magazine* Lamaur* Land O'Lakes* Leaf Confectionery* Lenox China* Lever Bros.* A.M. Lewis* Libby's* Liggett & Myers* Lipton* Lorillard* Loyal Trading* Luster Products* Lykes Pasco* M.Loeb/Tidewater* M&M/Mars* Marcal Paper* Marketing Specialists* Marin Products* Master Lock* Maybelline* Marketing Prophets* McCormick* McDonald's* McIlhenny* Mead Johnson* Media Networks* Mem* Mennen* Mentholatum* Merritt Sales* Mexifrost* Mexim* Midwest Food* Midwest Military* MilBrands-Trinity* Miles Lab* Military Dist. of VA* Military Distributors/FL* Mil. Marketing Group* Mildata Services* Military Media* Military Retailing Directory* Military Sales* Miller Brewing* MJB* Mobil Chemical* Mohawk Mktg.* Monarch Crown* Monarch Marketing* V.H. Monette* John Morrell* Mother's Cake* Mrs. Paul's* Muncey* Nabisco Brands* Nabisco Food Services* Nalley's Fine Foods* National Inc.* Nat'l Ind. for Blind* Nat'l Beef Packing* Nat'l Sea Products* NCR* Natural Vitamins* Nestle* New Century* Norton Foods* W.I.Norton* Noxell* Ocean Spray* O-Cel-O* Oconomowoc* Off Duty Magazine* Ogden Food* O'Seas Post* Oral-B* Orchard Farms* Ore-Ida* Oscar Mayer* Overseas Mil. Sales* Overseas Service* Oxford* Panasonic* Pantry Shelf* Pennwalt* Pharmacraft* Pentax* Pentel* Pepperidge Farm* Pet* Peter Paul Cadbury* Pepsi Cola* Pfizer* Philip Morris* Pillsbury* Pinkerton Tobacco* Plantation Sysco* Plough* Polaner* Poly-Tech* Post Sales* Potomac Food* S. Prawer* Presto Prod.* Procter & Gamble* Purex* Quaker Oats* Quality Brands* Quik-To-Fix* R&R Euro-Network* C.B. Ragland* Ralston Purina* Ramfjeld* Rampart Marketing* Reese Brokerage* Regal Ware* Rep Brokerage* Revlon* Reynolds Metals* R.J. Reynolds* Riceland* Richfood* Rich-Seapak* Riviana Foods* A.H. Robins* Rockingham Poultry* Albert J. Rosenthal* Ross Laboratories* S&K Sales* S.Schwartz* St. Regis* Safeway Stores* San Giorgio-Skinner* Sara Lee* Sarvis* Scholl Sales* Francois Schwarz* Scott Paper* Scrivner* Seagram* Searle* Seiko Time* Select Sysco* Seneca Foods* Service Deli* Seven-Up* Shasta* J.A.Sharoff* Phil Singer* Singleton Seafood* J.M.Smucker* Snyder's of Hanover* Soft Sheen* Southern Apparel* Southern Foods* Spilman* St. Ives* St. Regis* Star Kist* Budd Steele* Harold S. Stein* Sterling Drug* Stokely* Stouffer* Stroh Brewery* Super Valu* Sunshine Biscuits* Suter* Swan Sales* Sweeney* Sweet Life* Swift* Swingster* Synergistics* Tastybird* Tetley Tea* Texize* Thompson Medical* Tolona Pizza* Tomlin Mktg.* Tony's Pizza* Tootsie Roll* Trans European* Treesweet Products* Tree Top* Tri-State Wholesale Grocers* Tri-West* Tropic-Cal* Tropicana* Tyson Foods* Uncle Ben's* United Foods* U.S.Tobacco* United VA Bank* Upjohn* Van de Kamp's* Vick's* Vidal Sassoon* Vita-Fresh* Vivitar* W.D. Warren* Warner-Lambert* Watterau* Watson & Willis* Waverly Group* Webco* Webster* Welch Food* Wescott* West Bend* West Coast Grocery* Western Grocers* Western Mil.* Western Publishing* Westwood Pharm.* White Brokers* White's Food* White's Mil. Sales* Whitehall Laboratories* Wilson Foods* Wine Group* Winter Hill* Witt & Associates* Wrigley*

Count on us to keep the bases covered.

Carnation Company shares a goal with the military—to supply service people and their families with quality merchandise at affordable prices.

These days, that's not an easy job for commissaries and exchanges. But our sales personnel are always ready to help. Their experience with promotions and merchandising techniques can help increase efficiency and reduce overhead costs to give you more of an edge over off-post competition.

So just give us a call and we'll be there with all the help we can muster.

Carnation.

- CARNATION® Evaporated Milk
- CARNATION® Nonfat Dry Milk
- COFFEE-MATE® Non-Dairy Creamer
- CARNATION® Instant Breakfast
- CARNATION® Breakfast Bars
- CARNATION® Hot Cocoa Mix
- CARNATION® Malted Milk
- CARNATION® Fruit & Nut Mixes
- SLENDER® Instant Diet Food
- SLENDER® Liquid Diet Meal
- SLENDER® Diet Meal Bars
- CARNATION® Do It Yourself Diet Plan
- SWIFT PREMIUM® Canned Meat Products
- CARNATION® The Spreadables® Sandwich Spreads
- FRISKIES® Dry Cat Food
- CHEF'S BLEND® Dry Cat Food
- COME 'N GET IT® Dry Dog Food
- MIGHTY DOG® Canned Dog Food
- BRIGHT EYES® Canned Cat Food
- FANCY FEAST® Canned Cat Food
- FRISKIES® Buffet Canned Cat Food
- LYNDEN FARMS® Frozen Potatoes
- CONTADINA® Tomato Products
- BON BONS Brand® Ice Cream Nuggets

Carnation Company
Government Sales Division
Los Angeles, California 90036

Norton and March AFBs rely on Fred Drantch for good reason.

Fred is General Mills' "Military Sales Representative of the Year," having given Norton, March and other bases personal, hands-on service.

You can rely on General Mills for four good reasons.

Reliable Brand Leaders

GMI product lines give you fast turnover along with maximum patron satisfactions.
Brands like Gold Medal, Betty Crocker and Nature Valley are #1.

General Mills Gold Medal NATURE VALLEY Bisquick Cheerios

Reliable Heavy-Up Advertising

In addition to National media, GMI uses military magazines for heavy-up advertising support to reach these important military dependents.

LADYCOM Magazine (Army/Navy/Air Force Times) Family off duty

Reliable Military Promotions and VPR's

Exclusive Military only consumer oriented promotions are all supported in military magazines.

• Military Wives' Favorite Recipe Contest • Christmas Cookie Exchange Organizer •
• Free With Three • Bouquet of Savings •

Reliable Professional Service

Personal "hands-on" service from knowledgeable GMI sales reps like Fred Drantch, GMI Salesman of the Year.

- Inventory control
- Ordering
- Price checks
- Space allocation and section reset programs
- O.O.S. prevention
- Display building
- Both off-invoice and instant VPR options

You name it—we offer it.

General Mills, Inc.

★ ★ ★ ★
FOUR STAR RELIABILITY

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Reg. TM of General Mills Inc

Beatrice

Tropicana®

GREAT FRESH TASTE!

OPEN
Beatrice
Tropicana
Tropicana
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Orange Juice
FROM CONCENTRATE
Beatrice
Tropicana
100% Pure
Orange
Juice
Beatrice
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ere does
Military go to
ke buying decisions?

Volume XVI Number 3 $7.00
The brand name
A PUBLICATION OF SPECIAL MARKETING PERIODICALS, INC.
A PUBLICATION OF SPECIAL MARKETING PERIODICALS, INC

Where should
you advertise to reach
these decision makers?

sixteen years Military Retailing Directory has been used by procurement personnel as a buying and reference guide to
the purchasing of merchandise for exchanges, commissaries and clubs worldwide. And for just as many years the nation s
companies have been reaching these important buyers through advertising in one or both editions.

e over 165 individual companies advertising in each issue utilizing over 275 separate ads. Every time a buyer uses Military
Directory, these ads make another brand impression. Why do so many companies advertise in Military Retailing
y? Because it is the only publication serving this market devoted entirely to providing the product and company information
the buyer, and the marketing and merchandising needs of the advertiser.

mation is presented in an easy to find format according to current buying procedures and terminology which is updated
lly from both official sources as well as individual companies. Each edition is published twice per year and is current for a
nonths, providing maximum exposure and longevity for your advertising, at a better cost efficiency.

nk your company, products or services would benefit from this kind of exposure, give us a call. Our sales representatives
nore than happy to supply additional information to help you effectively reach this important recession proof market.

the authority.

Military Retailing Directory
Published by Special Marketing Periodicals, Inc.
475 Franklin Avenue Nutley, New Jersey 07110 (201) 667-2386

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SPECIAL UNIFORM CUT
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CHEWING TOBACCO
LEVI GARRETT
CHEWING TOBACCO
TAYLOR'S PRIDE
CHEWING
HAWKEN
CANNON BALL
LEVI GARRETT PLUG
KODIAK

It's a fact. Conwood Corporation is America's leading manufacturer of quality smokeless tobacco. With a wide selection of top brands that command a strong following nationwide. So for fast turnover and increased sales, go with the leaders. Stock up on Conwood Smokeless Tobacco Products now.

Broker for west of the Mississippi River,
Alaska, Hawaii and Asia:
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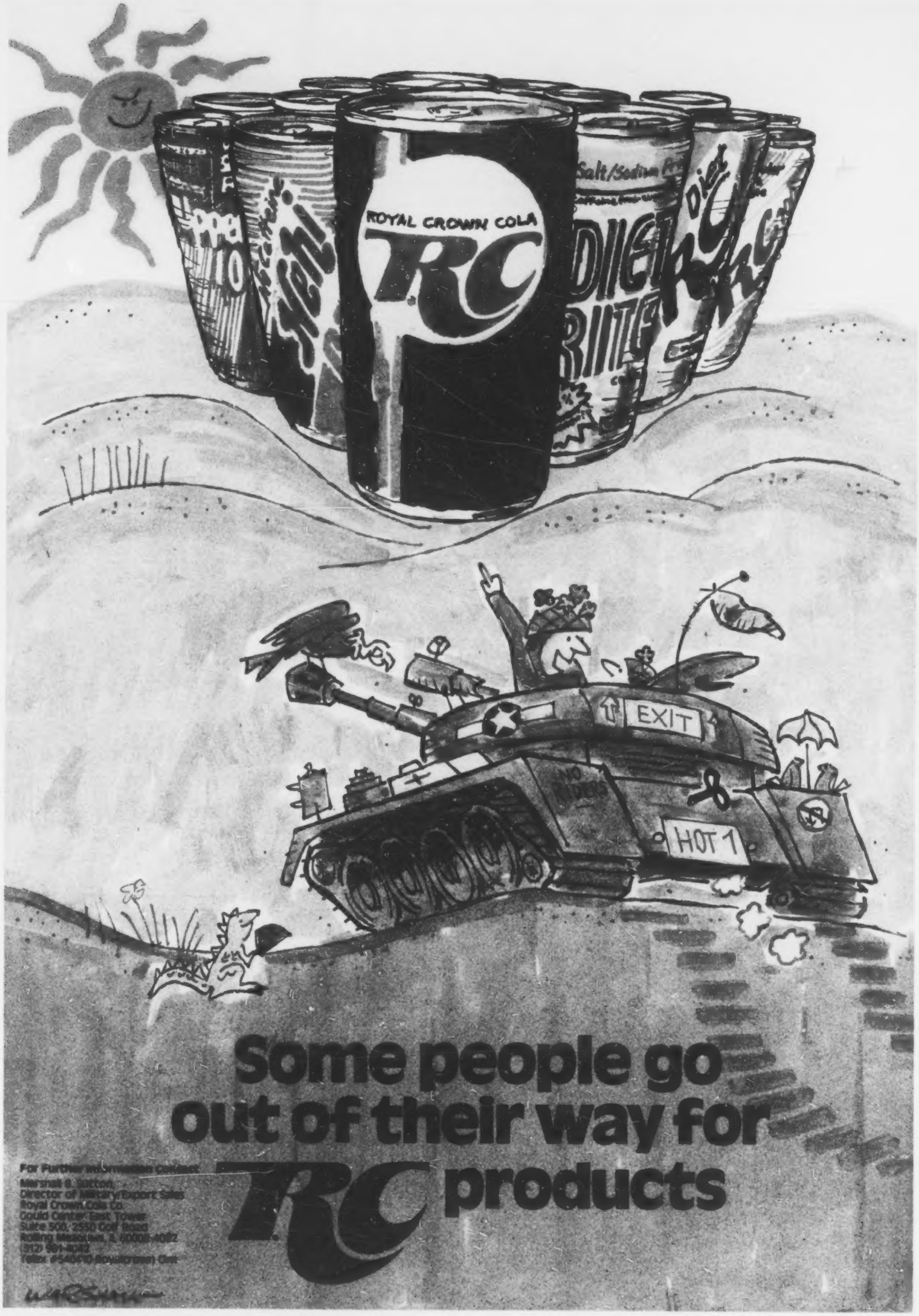
P. O. Box 6046, Federal Way, WA 98063
(206) 952-7720

Broker for east of the Mississippi River
and Europe:
Don-Ron Military Marketing Company
P. O. Box 363, Erwin, NC 28339
(919) 897-5542, (919) 897-8849, (919) 897-8910

Conwood Corporation
Memphis, Tennessee 38101


ROYAL CROWN COLA
RC
Salt/Sodium Free
DIET RITE
Diet
EXIT
NO RIDERS
HOT 1
Some people go out of their way for RC products

For Further Information Contact

Marshall B. Sutton,
Director of Military/Export Sales
Royal Crown Cola Co.
Gould Center East Tower
Suite 500, 2550 Golf Road
Rolling Meadows, IL 60008-4082
(312) 981-4042
Telex #540410-Roycrown Cint

INDEX TO ALA MEMBERS

How to use this listing: This membership listing provides a complete alphabetical roster of *all* classifications of ALA individual members as of August 16, 1985. Included are the names of individuals found in the **ALA Industry Members** listing (see pages 19–42) who, for various reasons, may not necessarily be located at the company's listed address or telephone number. If you cannot locate someone you believe to be an ALA member contact the Membership Department, American Logistics Association, 1133 Fifteenth Street, N.W./Suite 500, Washington, D.C. 20005; *Telephone:* (202) 466-2520/*Telex:* 6502459439.

This listing will also indicate, where applicable, an individual's affiliation with the ALA's many area Chapters around the world. The Chapter can be identified by the number in parentheses beside a name, using the following key:

(01) **Alamo** Chapter
(02) **Baltimore** Chapter
(03) **Carolinas** Chapter
(04) **Hampton Roads** Chapter
(05) **Midwest** Chapter
(06) **Central European** Chapter
(07) **Hawaii** Chapter
(08) **Japan** Chapter
(09) **New England** Chapter
(10) **Northern California** Chapter
(11) **Northwest** Chapter
(12) **Peachtree** Chapter
(13) **Gulf Area** Chapter
(14) **Rocky Mountain** Chapter
(15) **Southern California** Chapter
(16) **Washington, D.C.** Chapter
(17) **New York** Chapter
(18) **Arizona** Chapter
(19) **Delta** Chapter
(20) **Texoma** Chapter
(21) **Florida** Chapter
(22) **Southwest** Chapter
(23) **Jersey-Penn-Del** Chapter
(24) **Great Plains** Chapter

Note: ALA's Life Members are identified by (L); (98) = ALA Member-at-Large.

Aalbregtse, Walter P. (05)
Overseas Mil. Sales Mgr.
Beatrice Meats, Inc.
1919 Swift Drive
Oak Brook, IL 60521
312-850-5742

Abbadessa, Philip P. (05)
Anheuser-Busch, Inc.
Eagle Snacks, Inc.
One Busch Place
St. Louis, MO 63118
314-577-4089

Abbott, Allen (09)
President
George E. Abbott & Co., Inc.
92 West Main Street
Chester, CT 06412
203-526-9531

Abbott, Larry (21)
Vice President Sales
Overseas Service Corporation
2100 Palm Beach Lakes Blvd.
West Palm Beach, FL 33409
305-683-4090

Abello, Dominador (08)
Sales & Service Rep
California Pacific Associates
C/O Domabel, P.O.Box 546
Manila 2800
Philippines Rep

Abram, Dae (05)
Attn: Lori Donash
McDonald's Corp.
One McDonald's Plaza
Oak Brook, IL 60521
312-887-6440

Abzug, Peter (16)
Sy Abzug & Company, Inc.
6309 Carnegie Drive
Bethesda, MD 20817
301-493-4405

Abzug, Sy (16)
Sy Abzug & Company, Inc.
P.O. Box 1768
Rockville, MD 20850
301-983-0090

Ackerman, Thomas A. (12)
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Rich-Seapak Corporation
P.O. Box 667
St. Simons Island, GA 31522
912-638-5000

Adams, Josine (12)
Area Manager
Philip Morris USA
5368 Greenland Road
Atlanta, GA 30342
404-458-3050

Agliano, Ab (21)
Military Sales Manager
Lykes Pasco Packing Company
P.O.Box 97
Dade City Fl 342970097
904-567-5211

Ahrendt, Michael (17)
Marketing Analyst
Nat'l Industries for the Blind
524 Hamberg Turnpike
Wayne, NJ 07470
201-595-9200

Aiken, Harrison (06)
Chairman of the Board
Gateway Marketing, Inc.
Schlesierstr. 6
6200 Wiesbaden
West Germany

Akers, Dee F. (10)
Military Sales Manager
Select-Sysco Foods, Inc.
6260 Camellia Drive
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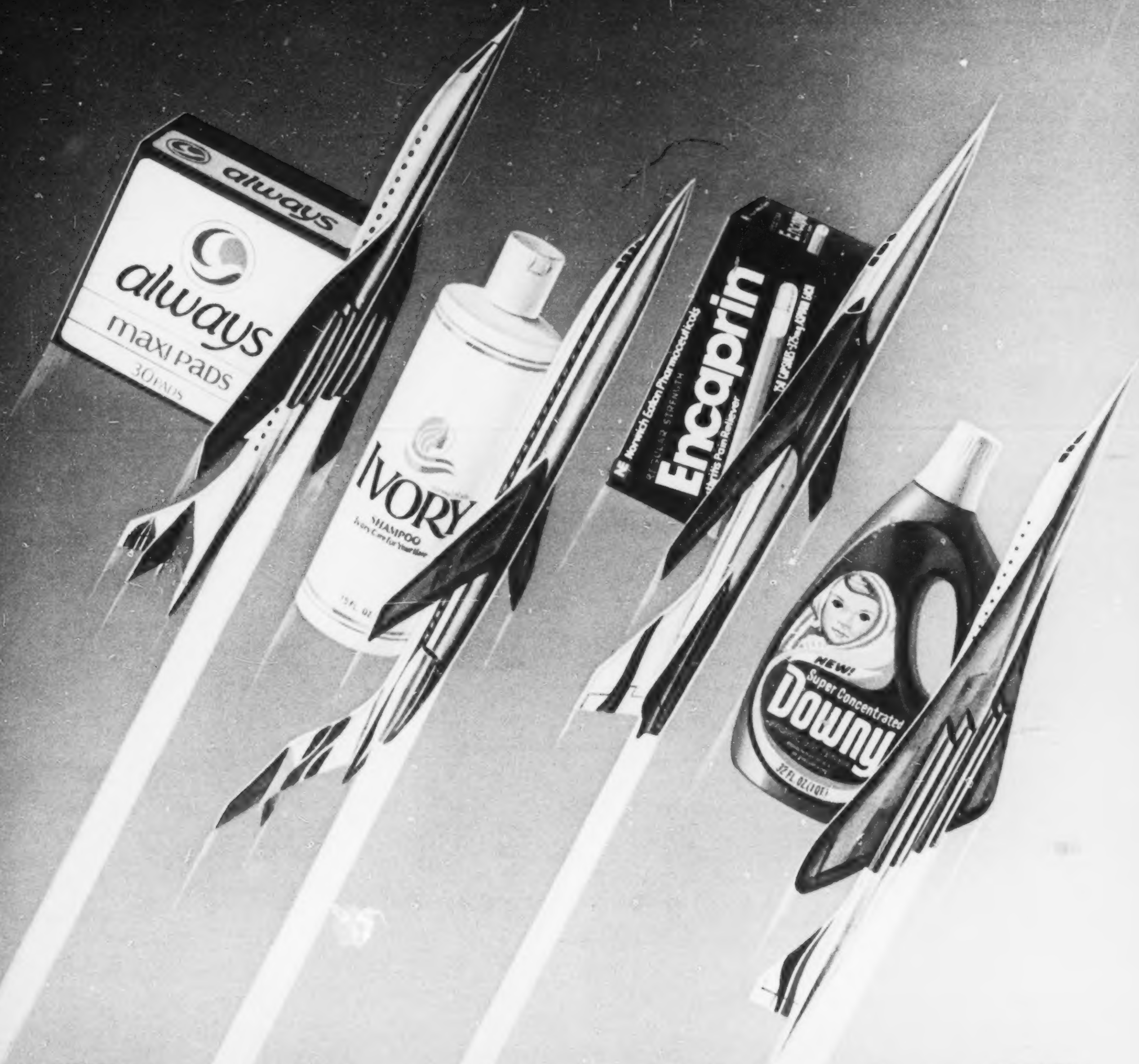
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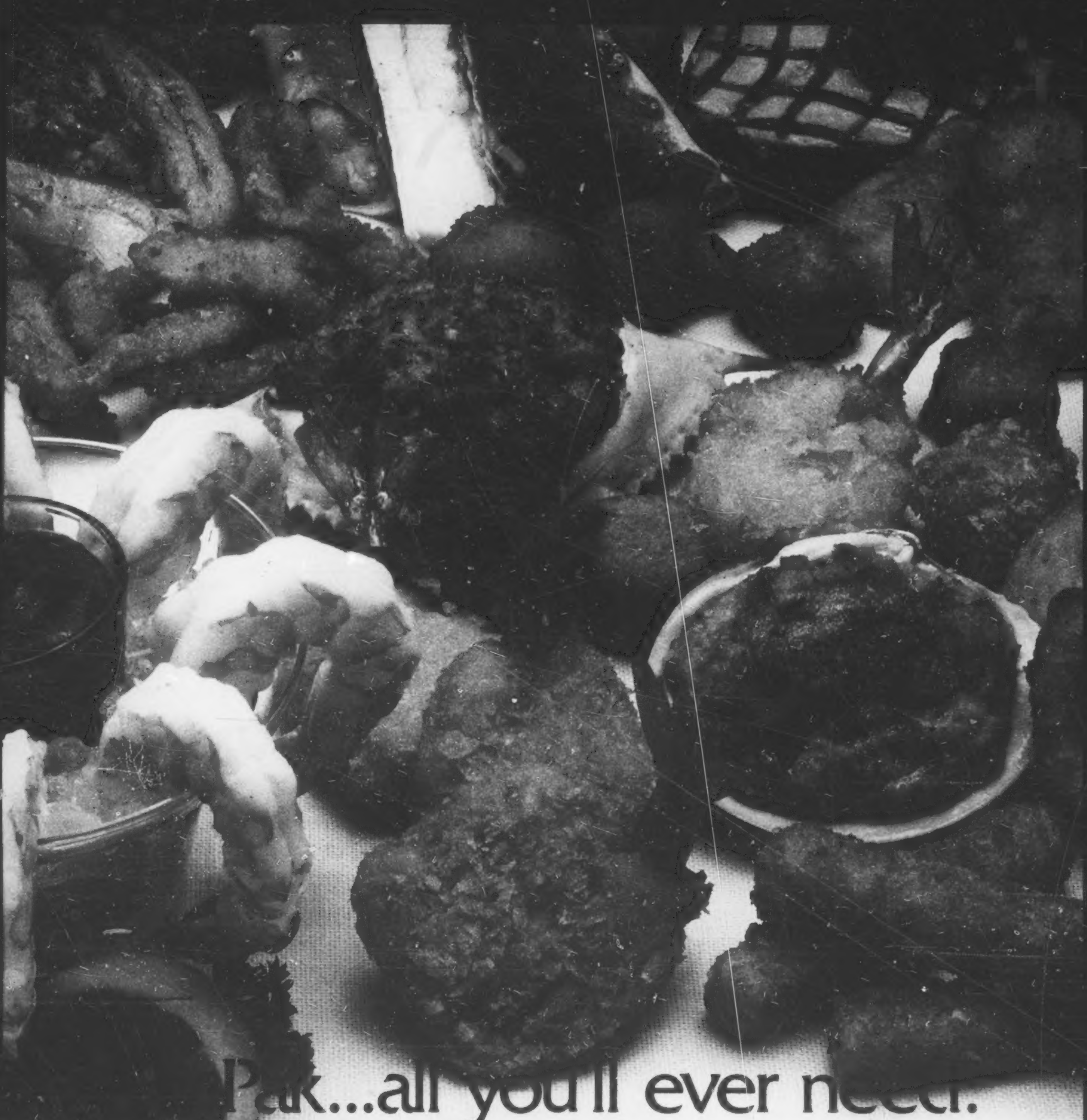

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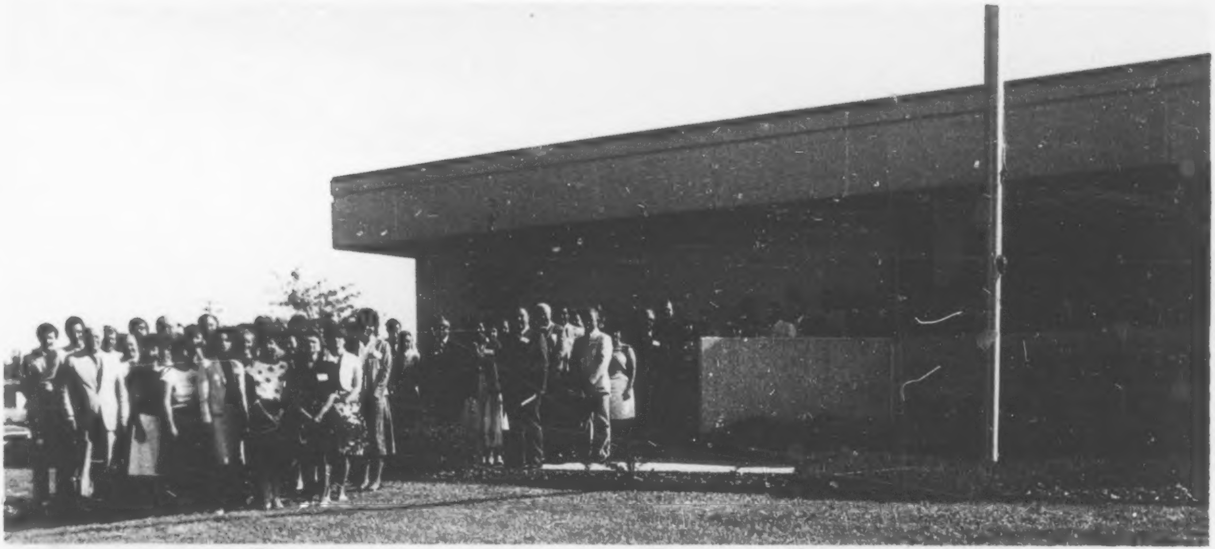

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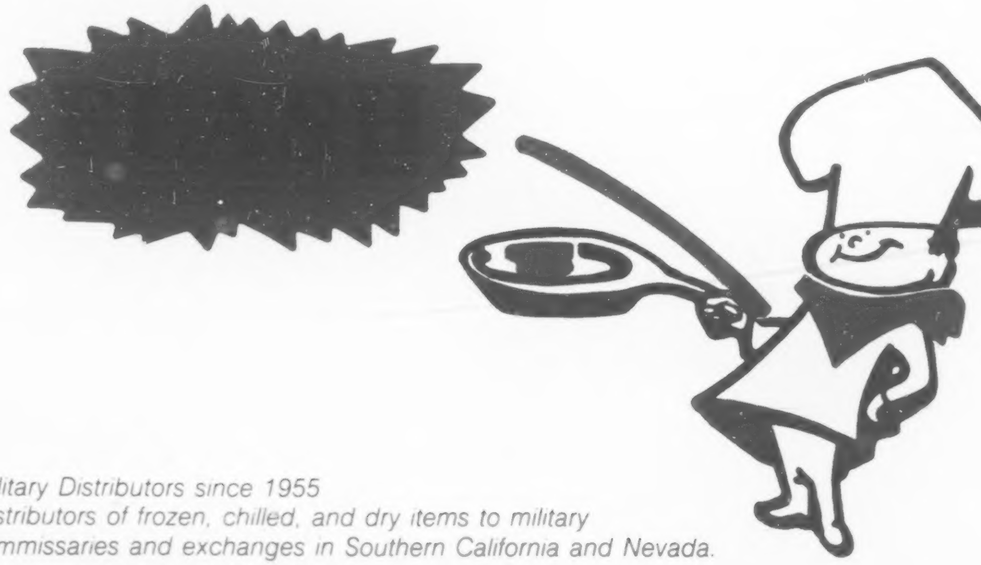

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Indianapolis, IN 46268
317-873-7370

Enjoy The Fine Taste Of Chase&Sanborn Coffees

For ★ *Daytime* ★ Chase&Sanborn Regular.
For ★ *Nighttime* ★ Chase&Sanborn Decaffeinated.
For ★ *Special Times* ★ Chase&Sanborn Flavored Coffees.

DECAFFEINATED CHASE& SANBORN COFFEE
DECAFFEINATED CHASE& SANBORN
CHASE& SANBORN
CHASE&SANBORN SWISS MOCHA
$1.99
CHASE&SANBORN AMARETTO MOCHA
CHASE&SANBORN BAVARIAN MINT
$1.99
FOR ALL COFFEE MAKERS CHASE& SANBORN COFFEE

KRAFT good food idea ads...

We're inviting your patrons to visit your store for a taste of their heritage in this Kraft recipe ad saluting America's finest.

So when they come calling, make it easy for them.

The ingredients your patrons want will be easy to find with these attention-getting displays. Talk to your Kraft Sales Representative for ideas and point-of-purchase materials that help you serve your customers.

When you serve your Country KRAFT wants to serve you

MARSHMALLOWS
KRAFT

This Kraft ad is being featured in: ARMY/NAVY/AIRFORCE TIMES ... FAMILY ... LADYCOM ... AMERICAN FORCES TV GUIDE ... R & R (Germany, Mediterranean) and TV-GUIDE Korea.

Put our popular Parkay Margarine in this bright trainload display, and make it easy for them to find.

PARKAY
KRAFT
PARKAY
Soft PHILADELPHIA CREAM CHEESE KRAFT
Soft PHILADELPHIA CREAM CHEESE KRAFT

Give our delicious soft Philly cream cheese a great spread.

make good Comstore displays!

KRAFT
miniature
MARSHMALLOWS
ZESTY
ITALIAN
KRAFT
Grated
Parmesan
Cheese
GOOD CHEESES MAKE GREAT SLICES
SINGLES
KRAFT
100
Grated
Parmesan
Cheese
Velveeta
KRAFT
PASTEURIZED PROCESS CHEESE SPREAD

They'll have our Kraft Miniature Marshmallows on their shopping list so make them easy to find.

Pour it on with an exciting display like this.

Shake up your sales with a boat display like this.

Classy Curl Super
Classy Curl
PERMANENT CURL & CONDITIONING TREATMENT
Super
For Hard to Curl Hair

CLASSY CURL® SUPER.

TOUGH ENOUGH TO MEET HARD-TO-CURL HAIR HEAD ON.

Don't let hard-to-curl hair slow you down. Meet it head on with Classy Curl SUPER PERMANENT CURL AND CONDITIONING TREATMENT. It's specially formulated with the extra strength and curling power your hair needs. It works harder and faster to give you the kind of curls you've always wanted. They'll be shiny, touchable and long-lasting. Classy Curl Super. It's the one curl kit tough enough to meet the challenge of your hard-to-curl hair.

Classy Curl Super.
It's In A Class By Itself.

JOHNSON PRODUCTS. WHERE RESEARCH BRINGS BEAUTY TO LIFE

Price, Richard (01)
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Warner-Lambert Company
Military & Special Mkts. Div.
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Grand Prairie, TX 75050
214-641-4218

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District Mgr.
Sarvis, Inc.
1314 Fox Street
Bossier City, LA 71112
318-742-0240

Proscia, Gary J. (17)
Controller
Revlon Government Sales, Inc.
767 5th Ave.
New York, NY 10153
212-572-5104

Pruett, Edward J. (14)
President
Midwest Military Brokers, Inc.
P.O. Box 20042
Denver, CO 80220
303-320-0905

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Orchard Farms, Inc.
10900 Wissahickon Way
Grass Valley, CA 95945
916-272-7059

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Exchange & Commissary News
Executive Business Media
333 No. Michigan Avenue
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Chicago, IL 60601
312-368-1660

Purdy, Steve (05)
Asst. Nat'l Military Sales Mgr.
John Morrell & Company
191 Waukegan Road
Northfield, IL 60093
312-441-4810

Purvis, Matt (20)
Merritt Sales
P.O. Box 2654
Lawton, OK 73502
405-357-1722

Putnam, Major Michael B. (06)
HHC, 8 Inf. Div. (M)
APO, NY 09111

Pym, Arthur H. (17)
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700 South Fourth Street
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201-481-4800

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R & R Euro Network
Steinbacher Strasse 2
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McDonald's Corp.
One McDonald's Plaza
Oak Brook, IL 60521

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Gwaltney of Smithfield, Ltd.
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804-357-3131

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3147 Dunlavin Glen
Columbus, OH 43220
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Goya Foods, Inc.
100 Seaview Drive
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201-348-4900

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11914 South Peoria Street
Chicago, IL 60643
312-468-0900

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640 Fifth Ave., 11th Floor
New York, NY 10019
212-977-2800

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Select-Sysco Foods, Inc.
P.O. Box 3097
Hayward, CA 94540
415-785-1000

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P.O. Box 12165
Portland, OR 97212
503-287-1114

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808-845-2941

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Bluebird Distributing Co.
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916-920-4643

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Alpac Corporation
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Victoria, TX 77901
512-224-6411

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George E. Abbott & Co., Inc.
92 West Main Street
Chester, CT 06412
203-526-9531

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San Diego, CA 92105

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716-724-4635

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914-335-2025

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Chamblee, GA 30341
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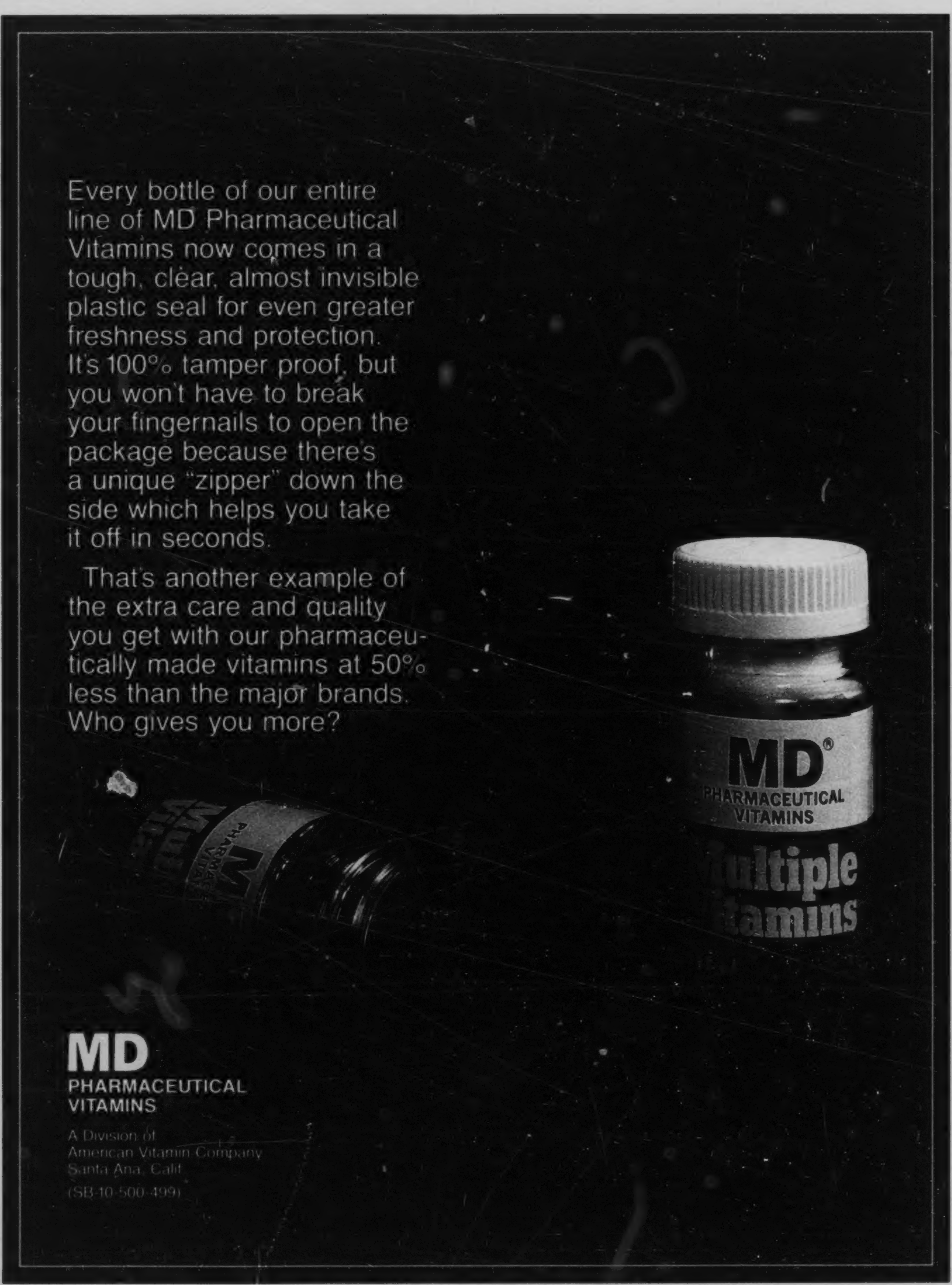

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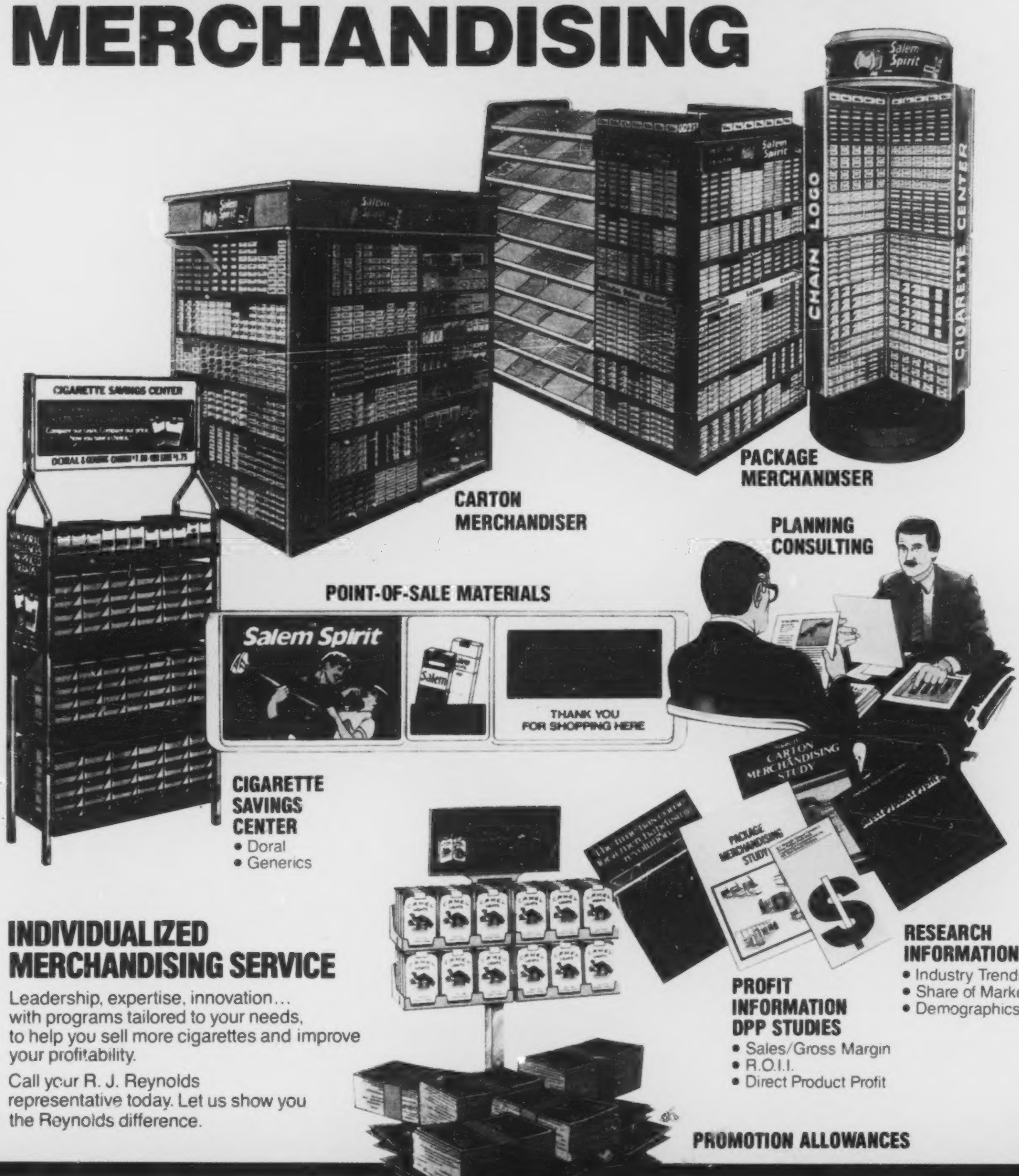
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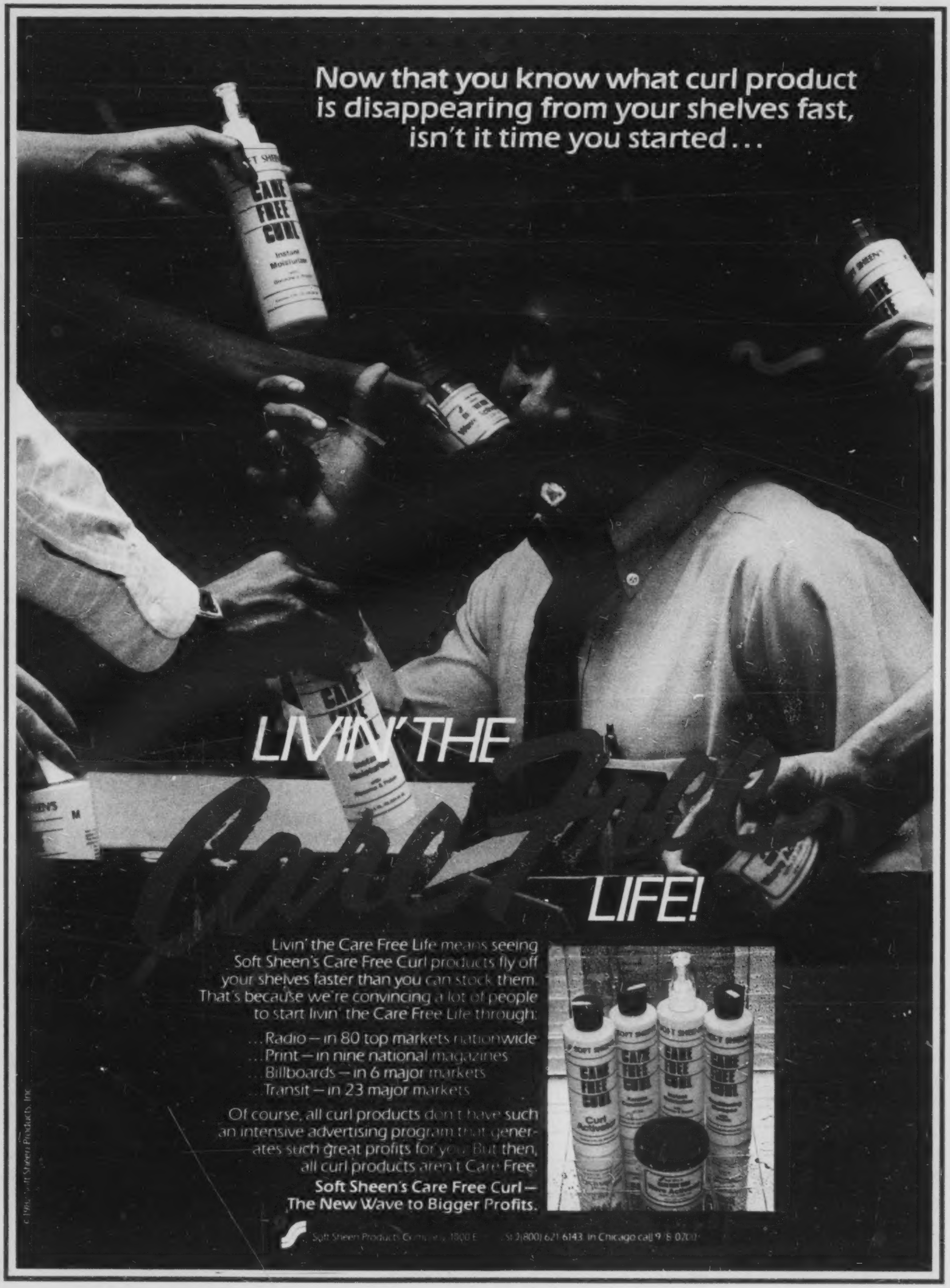
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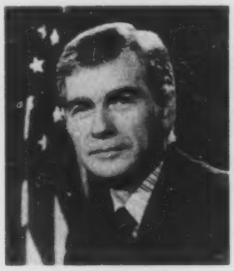

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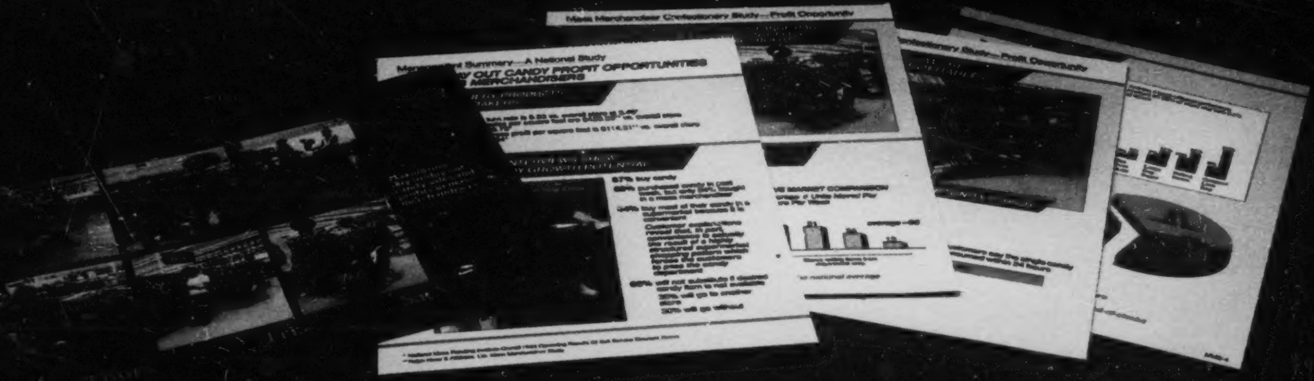

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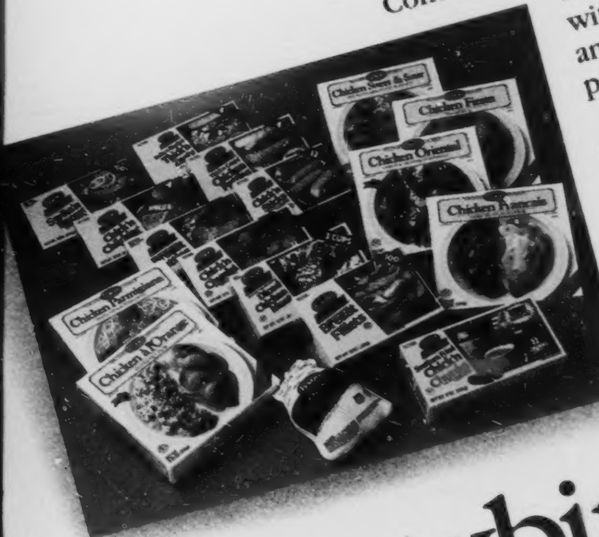
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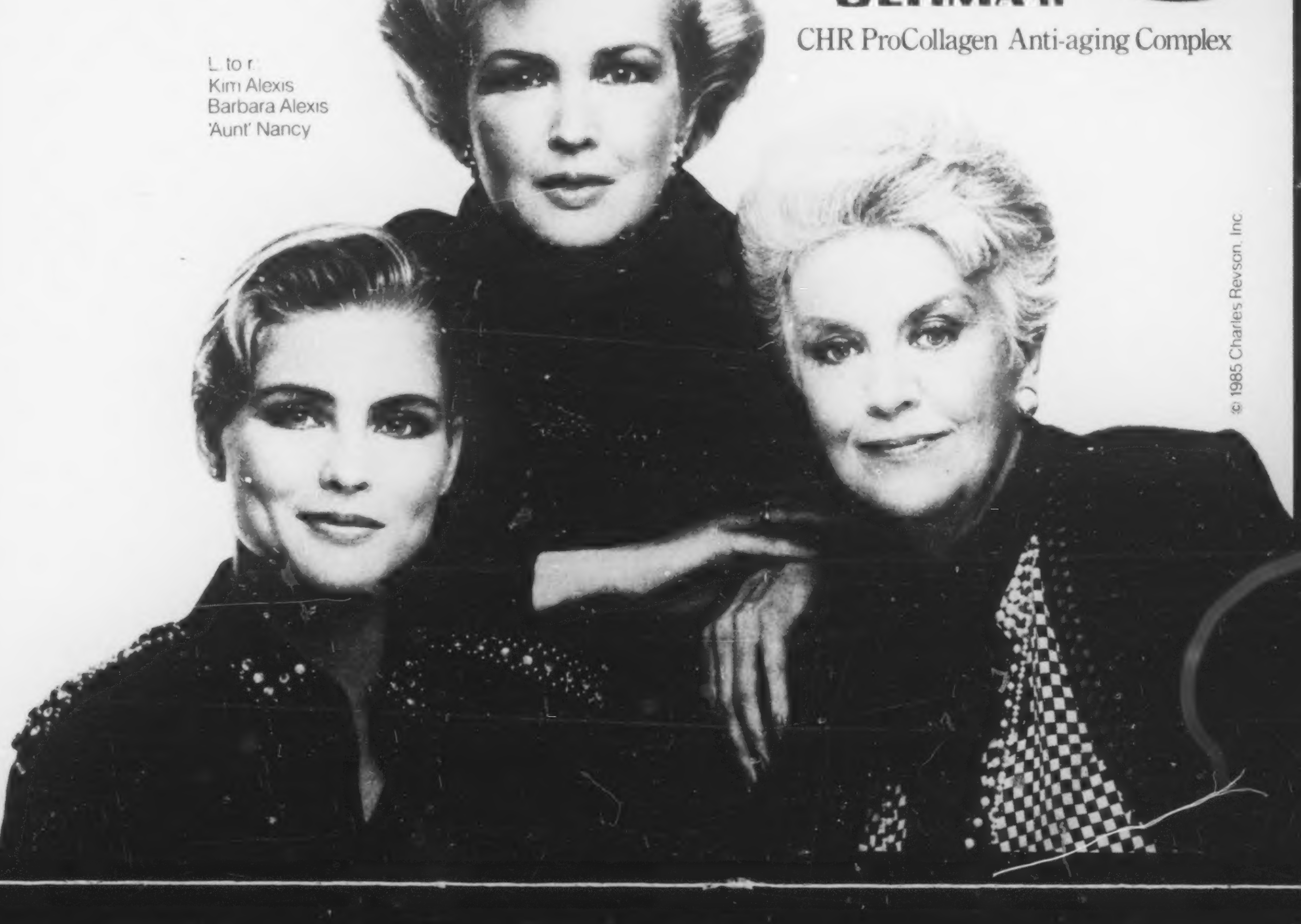

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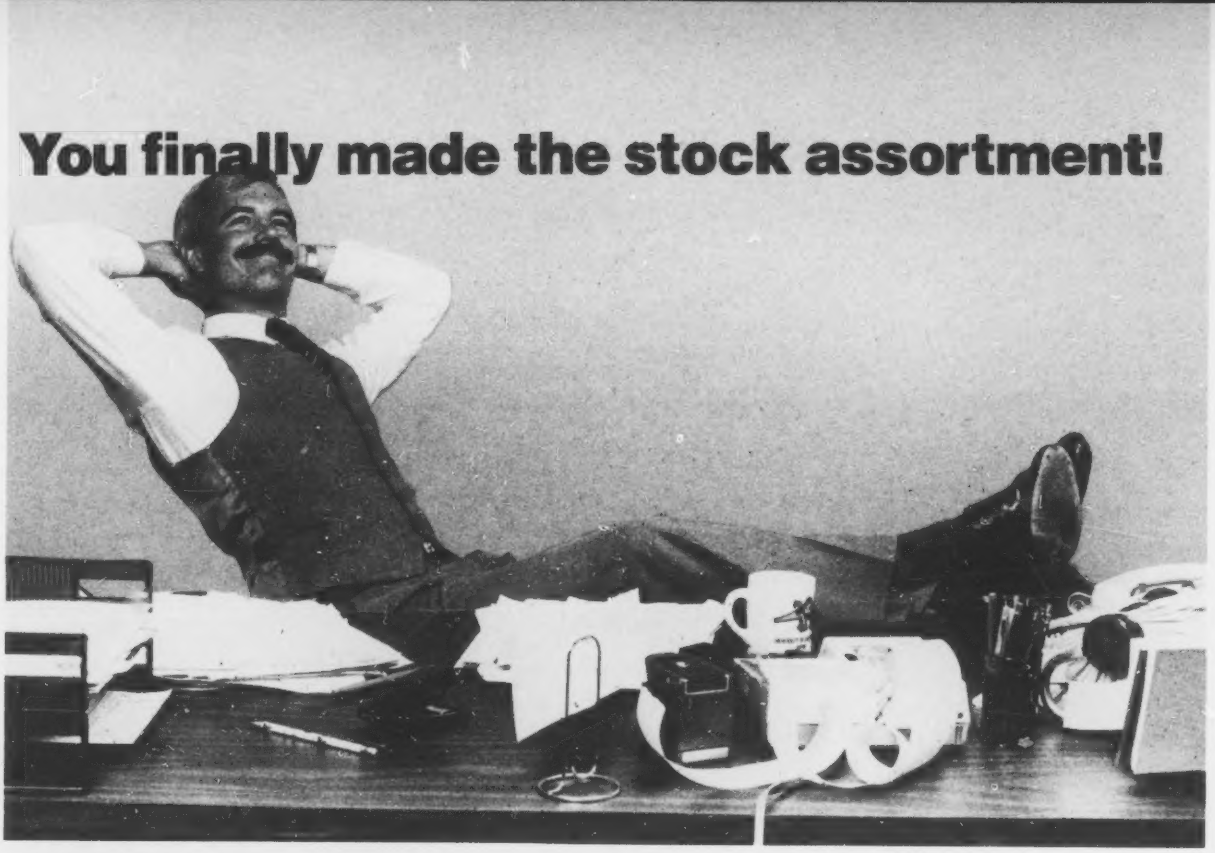

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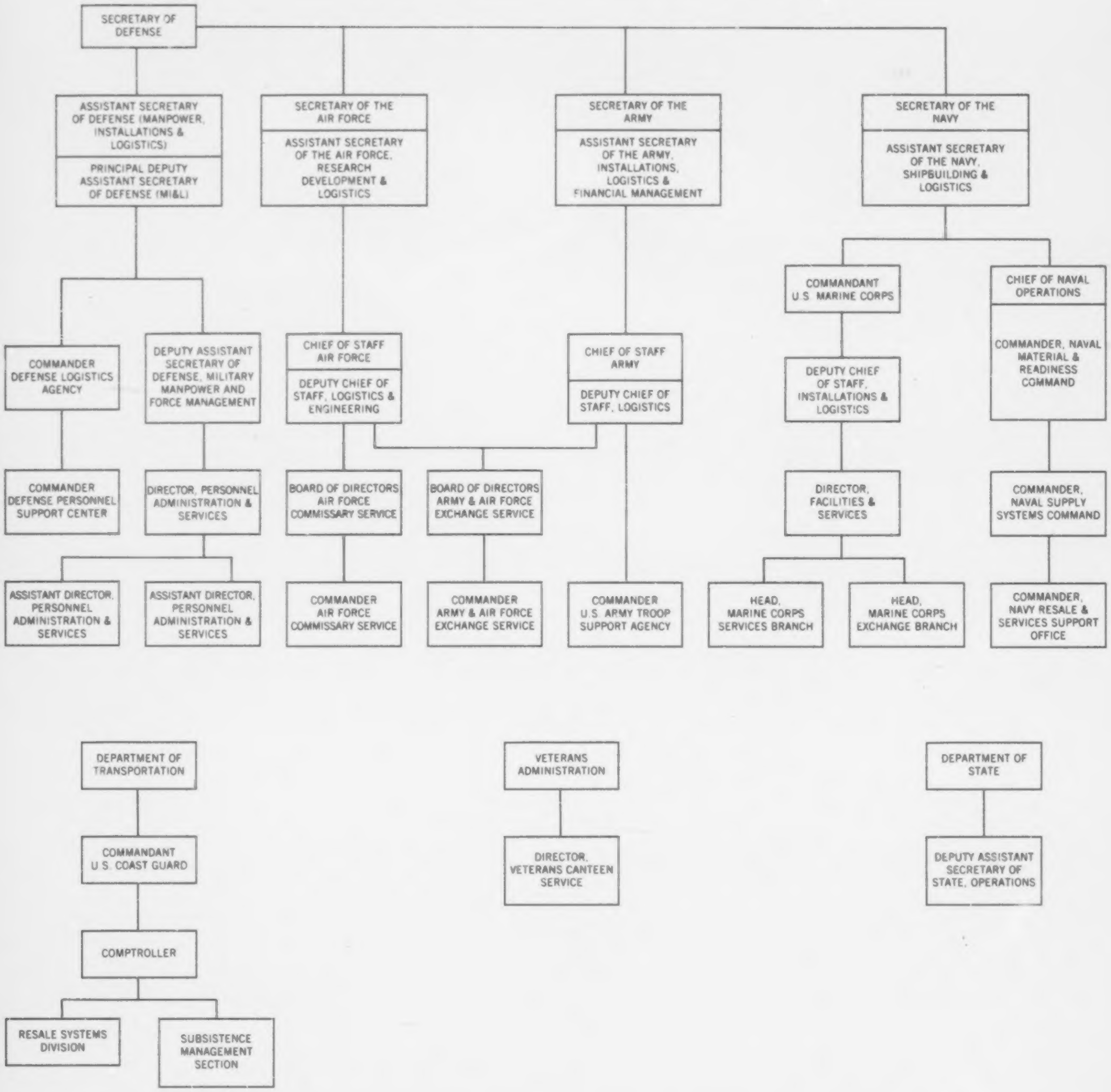
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ASSISTANT DIRECTOR, PERSONNEL ADMINISTRATION & SERVICES
COMMANDER AIR FORCE COMMISSARY SERVICE
COMMANDER ARMY & AIR FORCE EXCHANGE SERVICE
COMMANDER U.S. ARMY TROOP SUPPORT AGENCY
HEAD, MARINE CORPS SERVICES BRANCH
HEAD, MARINE CORPS EXCHANGE BRANCH
COMMANDER, NAVY RESALE & SERVICES SUPPORT OFFICE
DEPARTMENT OF TRANSPORTATION
COMMANDANT U.S. COAST GUARD
COMPTROLLER
RESALE SYSTEMS DIVISION
SUBSISTENCE MANAGEMENT SECTION
VETERANS ADMINISTRATION
DIRECTOR, VETERANS CANTEEN SERVICE
DEPARTMENT OF STATE
DEPUTY ASSISTANT SECRETARY OF STATE, OPERATIONS

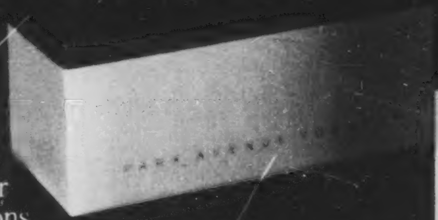
Now you can help your cigarette patrons save, by the numbers.

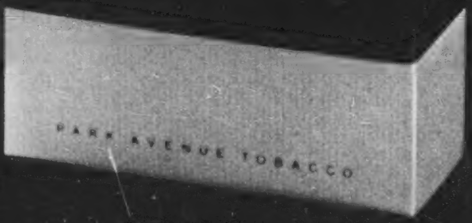
1776. In taste tests among leading brand smokers, nearly half preferred 1776.

1776. $1.50 less a carton. 15¢ less a pack than regular brand prices.

1776. A quality blend of the finest tobaccos.

1776. Available in Regular and Menthol Kings, in the popular box.





1776. Made exclusively for military patrons.

1776. Supported by strong media and point-of-sale advertising.

1776. Promoted with: "Two Packs Free," "$3.00 Rebate" on cartons; "$1.00 Off" on cartons, packs, and sampling year-round.

1776. Sold by your leading-brands broker, Dunham & Smith.

New 1776 introduces a revolutionary combination of quality and value.

Help your smoking patrons save money without sacrificing quality, with new 1776 cigarettes. To find out how to do it—by the numbers—talk to your Dunham & Smith representative.

© Park Avenue Tobacco, Inc.

PARK AVENUE TOBACCO

Chesebrough-Pond's Inc.

salutes

The American Logistics Association

and we pledge:

...Our commitment
...Our cooperation
...Our capabilities

Chesebrough-Pond's Inc.

Adolph's Food Specialties
Aziza Eye and Face Makeup
Bass Footwear
Cutex Nail Care Products
Bare Traps Footwear
Pond's Beauty Products
Prince Matchabelli Fragrances
Prince Tennis Racquets, apparel & footwear
Q-tips Cotton Swabs
Ragu Italian Food Sauces
Vaseline Intensive Care Lotion
Vaseline Petroleum Jelly

Mc/S

McCORMICK/SCHILLING TRAVELS TO 25 COUNTRIES FOR THE WORLD'S GREATEST SPICES.

Last year we traveled approximately 126,982 miles, to 25 different countries on 5 continents in search of ginger, vanilla, paprika, and 84 other fine spices, seasonings, and extracts.

Because we know to provide the world's finest herbs and spices, we have to go where the most flavorful plants grow. And most of the time it's not the good ol' U.S. of A.

At McCormick/Schilling, we don't have to travel to the ends of the earth for our products, but when it comes to choosing real spices for dinner your customers won't accept anything less.

McCORMICK
BLACK
Joes
Schilling
TACO
SEASONING MIX
Spaghetti sauce mix
VANILLA
WHOLE CARAWAY SEED
WHOLE SESAME SEED
PURE ANISE EXTRACT
CURRY POWDER
SEASON ALL SEASONED SALT
McCORMICK Ground MACE
WHOLE THYME LEAVES
Schilling Pure Ground BLACK
McCORMICK Ground GINGER

America's best deserves

Ruffles
Guaranteed Fresh
Potato Chips
No One Can Eat Just One!
Lay's
Guaranteed Fresh
Potato Chips
Doritos
Tortilla Chips
Toasted Corn
Fritos
Brand
corn chips
Regular Size chips
Rold Gold
Pretzel Twists
Tostitos
O'Grady's
Extra Thick & Crunchy Potato Chips
Grand Ma's
Old Time Molasses
Grand Ma's
Oatmeal Apple Spice
Grand Ma's
Chocolate Chip
Grand Ma's
Fudge Chocolate Chip
Grand Ma's
Peanut Butter
2 Big Cookies
Frito Lay
Peanut Butter
Frito Lay
Wheat Peanut Butter
Frito Lay
Wheat Cheese Filled
Frito Lay
Cheese Filled
Grand Ma's
Bean Dip
Dry Roasted Peanuts

The best products.
The best variety.
The best service.
And generous VPRs.

Frito Lay®

the best.

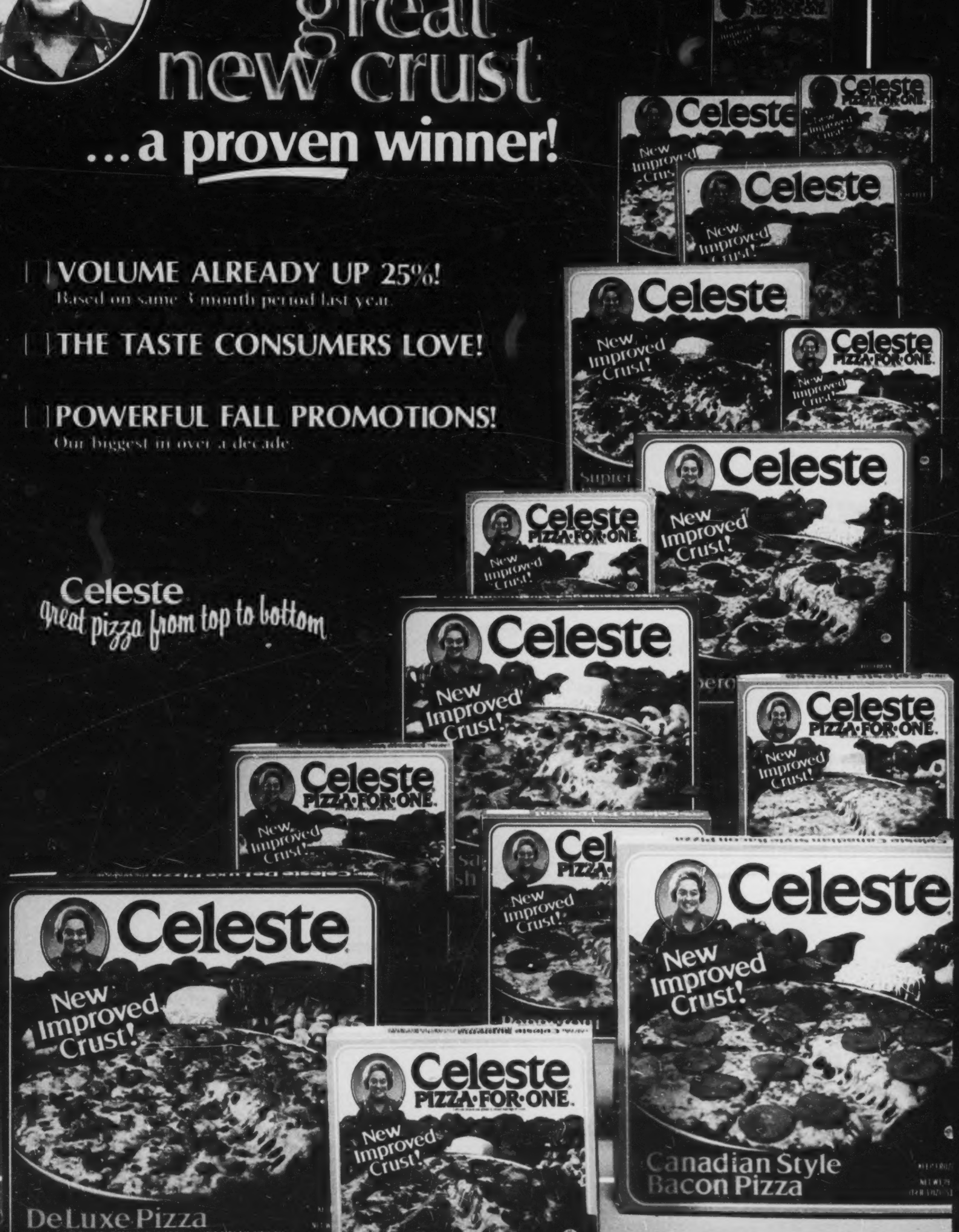
Frito-Lay® is a registered trademark of Frito-Lay, Inc.
Some items and sizes not available in all markets.

Celeste's great new crust

…a proven winner!

- ☐ **VOLUME ALREADY UP 25%!**
  Based on same 3 month period last year.
- ☐ **THE TASTE CONSUMERS LOVE!**
- ☐ **POWERFUL FALL PROMOTIONS!**
  Our biggest in over a decade.

Celeste
great pizza from top to bottom


Celeste
Pizza-for-One
New Improved Crust!
DeLuxe Pizza
Canadian Style Bacon Pizza

AIR FORCE COMMISSARY SERVICE (AFCOMS)

Kelly AFB, Texas 78241-6290
Phone: (512) 925-6655
Commander: Brigadier General M. Gary Alkire, USAF

Brig. Gen. Alkire

Frank Derby

Key Headquarters Personnel

Executive Office

Commander
Brig. Gen. M. Gary Alkire, USAF
(512) 925-6655

Deputy to the Commander
Frank Derby
(512) 925-6274

Executive Officer
Maj. Kim Wintner, USAF
(512) 925-6274

Senior Enlisted Advisor
CMSgt. Glenn H. Lewis, USAF
(512) 925-6274

Office of Public Affairs

Director
Harvey H. Inouye
(512) 925-6284

Deputy Director
CMSgt James B. Hansen, USAF
(512) 925-6284

Comptroller

Comptroller
Arthur Kramer
(512) 925-8121

Chief, Budget Division
Robert Murphy
(512) 925-4831

Chief, Appropriations Branch
Kenneth R. Tucke
(512) 925-4831

Chief, Management Branch
Rita Schubert
(512) 925-6814

Chief, Management Analysis Division
Capt. Michael L. Droll, USAF
(512) 925-4831

Chief, Accounting Division
Gary C. Fields
(512) 925-6144

Chief, Systems & Reports Branch
Barbara L. Eckstein
(512) 925-6144

Chief, Internal Review Branch
Lamar B. Gillian
(512) 925-6144

Chief, Coupon Accounting Branch
Melba C. Verna
(512) 925-6157

Directorate of Administration

Director of Administration
Lt. Col. John R. Clements, USAF
(512) 925-7051

Deputy Director
CMSgt. Jerry J. Meacham, USAF
(512) 925-7051

Directorate of Engineering

Director of Engineering
Walter L. Winters, Jr.
(512) 925-7215

Deputy Director
Harold R. Earl, Jr.
(512) 925-7215

Chief, Design & Construction Division
Wayne L. Roberts
(512) 925-6717

Chief, Facilities Environment & Refrigeration Division
John Liddy
(512) 925-6717

Chief, Consultant Services Division
Lambert P. Landry
(512) 925-6307/6717

Directorate of Operations

Director of Operations
William Moran
(512) 925-6933

Deputy Director, Operations
James Doherty
(512) 925-6933

Executive Officer
Gloria B. Martinez
(512) 925-6933

Staff Environmental Health Office

Command Environmental Health Officer
Lt.Col. Samuel L. Brock
(512) 925-6414

Facilities & Contracting Division

Chief
Marshall E. Atcheson
(512) 925-3246

Contracting Branch

Chief
Position Vacant
(512) 925-3246

Contract Shelf Stocking Specialist
James W. Bruess
(512) 925-3246

Contract Shelf Stocking Specialist
Michael R. Gaston
(512) 925-3246

Facilities & Equipment Branch

Chief
James C. Thompson
(512) 925-7344

Construction Projects Specialist
Ray R. Wolford
(512) 925-7344

Equipment Specialist
Rodney R. Miller
(512) 925-7344

Traffic Management Specialist
Frances Garza
(512) 925-7344

Operations & Management Division

Chief
John F. McGowan
(512) 925-6933

Deputy Chief
Maj. Kenneth M. Rutter, USAF
(512) 925-7958

Merchandising & Inventory Management Branch

Chief
Gary C. Duell
(512) 925-7958

Presentations Specialist
Fred Arias
(512) 925-7958

Merchandising Specialist
Michael A. Zuck
(512) 925-7958

Resets & Merchandising Specialist
Kenneth W. Honn
(512) 925-7958

Meat Merchandising Specialist
Mike Domitrovich, Jr.
(512) 925-7958

Produce Merchandising Specialist
Carroll L. Allred
(512) 925-7958

Merchandising Sales Specialist
Thomas A. Desilets
(512) 925-7958

Mandatory Specialist
Karen Booth
(512) 925-7958

Staff Assistance & Training Branch

Chief
Alfredo F. Silva
(512) 925-6414

Team Chief, Store Management
Warren J. Rasmussen
(512) 925-6414

Grocery Management Specialist
Norma J. Alexander
(512) 925-6414

Meat-Produce Management Specialist
Jerry L. Brown
(512) 925-6414

Front-End Management Specialist
Marjorie J. Whiteley
(512) 925-6414

Warehouse-Troop Support Management Specialist
TSgt. Orlando DeJesus, USAF
(512) 925-6414

Subsistence Division

Chief
Maj. Rebecca Stone, USAF
(512) 925-6414

Deputy Chief
Bobbie R. Humphrey
(512) 925-6414

WRM/WCDO Rations
Charles C. Ervin
(512) 925-6414

Rations Specialist
CMSgt. Billie L. Grier, USAF
(512) 925-6414

DPSC Subsistence
SMSgt. Benny C. Harper, USAF
(512) 925-6414

DPSC Subsistence
John V. Perry
(512) 925-6414

MILSTRIP/MILSBILLS Procedures
MSgt. Bruno Ortiz, Jr.
(512) 925-6414

Systems & Procedures Division

Chief
Candido J. Corrada
(512) 925-8528

Chief, Policy & Procedures Branch
Charles A. Odom
(512) 925-7168

Chief, Systems & Support Branch
Kenneth L. Phillips
(512) 925-8528

Systems Support Specialist
Robert M. Bland
(512) 925-8528

Systems Support Specialist
James W. Ford, Jr.
(512) 925-8528

Systems Support Specialist
Robert W. Fincial
(512) 925-8528

Systems Support Specialist
Willard A. Ford
(512) 925-8528

Systems Support Specialist
Jack A. Smith
(512) 925-8528

Front-End Management Specialist
Melvin D. Palmer
(512) 925-8528

Front-End Management Specialist
Harriet L. Fox
(512) 925-8528

Front-End Management Specialist
Ethel E. Bouley
(512) 925-8528

Front-End Management Specialist
Maureen K. McConnell
(512) 925-8528

Front-End Management Specialist
Jacqueline E. Macleod
(512) 925-8528

Subsistence Technician
TSgt. Arthur W. Hall, USAF
(512) 925-8528

Subsistence Operations Specialist
SSgt. Bruce L. Jones, USAF
(512) 925-8528

Directorate of Information Systems

Director
Lt. Col. William S. Welsch, USAF
(512) 925-7924

Deputy Director
Christoph Berger
(512) 925-7924

Systems Design Division

Chief
Coye W. Bridges
(512) 925-4251

Chief, Management Support Design Branch
Arnold C. Scharf
(512) 925-4258

Technical Center
2Lt Steve E. Pitcher, USAF
(512) 925-4258

Chief, Commissary Operations Design Branch
James J. Mezzetti, Jr.
(512) 925-4251

Program Management Division

Chief
Carl W. Smith
(512) 925-8446

Chief, CAMASS Program Office
Capt. Jackie L. Healey, USAF
(512) 925-8446

Chief, Planning & Requirements Branch
Position Vacant
(512) 925-8446

Chief, Resources Management Branch
2Lt Raman N. Dewan, USAF
(512) 925-8446

Directorate of Personnel

Director
Roy C. Gay
(512) 925-6048

Chief, Civilian Personnel Division
James A. Cosgrove
(512) 925-6049

Chief, Military Personnel Division
CMSgt. Richard F. Scholz, USAF
(512) 925-8302

Inspector General

Director
Col. Frank Dooley, USAF
(512) 925-6764

Deputy Director
Donald M. Leach
(512) 925-6764

Chief, Inspection Division
Harry H. Witt
(512) 925-6764

Chief, Review & Oversight Division
Elaine Davis
(512) 925-6764

Chief, Security & Safety Division
CMSgt. Jerry D. Smith, USAF
(512) 925-6764

Chief, Safety Branch
CMSgt. Jerry D. Smith, USAF
(512) 925-6764

Chief, Security Branch
CMSgt. Jerry D. Smith, USAF
(512) 925-6764

AFOSI Representative
James B. Lock
(512) 925-6764

Directorate of Plans & Programs

Director
Lt.Col. John E. O'Rourke, USAF
(512) 925-6458

Deputy Director
Rudy R. Anthony
(512) 925-6458

Chief, Manpower & Organization Division
Maj. Gerald W. Unruh, USAF
(512) 925-6691

Chief, Resource & Organization Branch
Charlotte C. ~~Sanders~~
(512) 925-6691

Chief, Requirements Branch
Position Vacant
(512) 925-6692

Chief, Plans & Policies Division
Clarence V. Spradley
(512) 925-4751

Chief, Policies & Procedures Branch
Vernon L. Looper
(512) 925-4107

Chief, Readiness & Contingency Branch
James O. Hagan, Jr.
(512) 925-4751

AFCOMS Buying Procedures

Vendors who wish to participate in AFCOMS mandatory sales programs should make an appointment with one of AFCOMS' merchandising specialists. They can be reached at (512) 925-7958. To qualify for mandatory sales, an item must currently be distributed to at least 60 percent of Air Force commissaries in the U.S. New products may also be presented under the new products mandatory program.

Presentations at headquarters AFCOMS are scheduled between 8 a.m. and 4 p.m., Monday through Friday. Any presentation requiring more than 30 minutes should be cleared in advance. Mail-in samples aren't accepted and all samples must be removed at the end of a presentation.

AFCOMS Commissary Regions

CONUS Regions & Directors

California Region
Det 16 AFCOMS/FC
Norton AFB, CA 92409-6467
Director
Victor Shuey
(714) 382-4671

Delta-Gulf Region
Det 8 AFCOMS/FC
Maxwell AFB, AL 36112-6722
Director
Robert Tate
(205) 293-5466

North Central Region
Det 20 AFCOMS/FC
P.O. Box 13123
Offutt AFB, NE 68113-0123
Director
William G. Mackrain
(402) 294-4815

Northeast Region
Det 12 AFCOMS/FC
Langley AFB, VA 23665-6078
Director
Roy Speight
(804) 766-1371

Northwest Region
Det 14 AFCOMS/FC
McChord AFB, WA 98438-6290
Director
Leon Gist
(206) 984-3941

South Central Region
Det 5 AFCOMS/FC
Lackland AFB, TX 78236-5000
Director
Dick Maness
(512) 671-2981

Southeast Region
Det 11 AFCOMS/FC
Charleston AFB, SC 29404-6290
Director
Paul Lynn
(803) 554-3184

Southwest Region
Det 17 AFCOMS/FC
Building 313
Luke AFB, AZ 85309-7075
Director
Lt.Col. William Fowler, USAF
(602) 848-8900

Overseas Regions & Complexes

European Region AFCOMS
Ramstein AB, Germany
APO New York 09012
(0631) 51731 x6693

Commander
Col. Ronald Leach, USAF

Deputy Commander
John McGowan

Pacific Region AFCOMS
Hickam AFB, HI 96853-6290
(808) 422-1548

Commander
Col. Richard J. Tessier, USAF

Deputy Commander
Barton Hairr

United Kingdom Complex
RAF Lakenheath, UK
APO New York 09179-5000
Donald Morris

Frankfurt Area Complex
APO New York 09057-5000
John J. Raught

Greece Complex
APO New York 09223-5000
Dennis Floros

Kaiserslautern Area Complex
APO New York 09012-5000
James O'Meara

Korea Complex
APO San Francisco 96570-6290
James E. Johnson

Okinawa Complex
APO San Francisco 96239-6290
Ivars Vilnis

Spain Complex
APO New York 09283-5000
Capt. Robert L. Peaden, USAF

Trier Area Complex
APO New York 09232-5000
Position Vacant

AFCOMS Sales Promotions

Major AFCOMS sales promotions typically include the following major sales: Store Manager Sale (Red Coat Sale); Anniversary Sale (AFCOMS will celebrate its tenth in 1985); and the Patron Appreciation Sale.

In addition to these major events, all AFCOMS stores are encouraged to develop themed sales promotions to coincide with the following seasonal and ethnic holidays: Martin Luther King's Birthday; Black History Week; Jewish Passover; Cinco de Mayo; Asiatic & Pacific American Heritage Week; Federal Women's Week; National Hispanic Week.

AFCOMS SALES/INFLATION COMPARISON

FY81–FY84

		Quarterly Retail Sales Increase	Rate of Inflation
FY81	1st Qtr.	16.4	7.6
	2nd Qtr.	13.9	8.0
	3rd Qtr.	12.7	8.8
	4th Qtr.	10.1	4.4
FY82	1st Qtr.	8.1	1.8
	2nd Qtr.	5.5	2.2
	3rd Qtr.	7.0	3.6
	4th Qtr.	6.9	1.3
FY83	1st Qtr.	7.1	1.9
	2nd Qtr.	8.7	1.6
	3rd Qtr.	5.1	0.1
	4th Qtr.	2.9	8.7
FY84	1st Qtr.	1.0	2.1
	2nd Qtr.	2.3	5.5
	3rd Qtr.	2.5	3.8
	4th Qtr.	2.0	4.8

Note: Represents quarterly retail sales increase (adjusted for organizational changes and the number of AFCOMS sales days) and annual wholesale food inflation rate (U.S. Department of Labor Producers Price Index, Finished Consumer Goods, Food).

AFCOMS Commissary Store Sales
By Department
FY80–FY84

Department	**FY80**	**FY81**	**FY82**	**FY83**	**FY84**
Grocery	$1,203,524,525	$1,364,044,134	$1,359,276,549	$1,569,333,657	$1,617,104,972
Meat	318,284,566	338,278,912	310,631,286	355,301,867	346,073,691
Produce	72,184,882	85,865,322	79,418,459	93,523,261	100,944,181
Total	**$1,593,993,973**	**$1,788,188,368**	**$1,749,326,294**	**$2,018,158,785**	**$2,064,122,844**

Note: Store sales exclude data from troop issue/subsistence accounts.

AFCOMS SHELF SPACE ALLOCATION BY COMMODITY GROUP

Commodity Group	**% Factor**	**Commodity Group**	**% Factor**
Best Buy	.020	Cookies & Crackers	.024
Health Food	.012	Candy/Peanuts	.027
Peanut Butter	.005	Chips, Snacks & Popcorn	.032
Jam and Jelly	.007	Powdered Beverages	.010
Liquid Dressing	.007	Soda	.037
Mayonnaise and Salad Dressing	.007	Sanitary Napkins	.010
Vinegar	.003	Health & Beauty Aids	.043
Pickles	.010	Baby Formula	.007
Olives	.003	Baby Foods	.018
Catsup and Mustard	.007	Baby Diapers	.033
Barbecue Sauce	.003	Semi-Moist Dog Food	.003
Oil	.010	Dry Dog Food	.031
Shortening	.003	Canned Dog Food	.010
Pudding	.010	Dry Cat Food	.007
Flour	.007	Canned Cat Food	.012
Cake Mixes	.017	Cups & Plates	.010
Baking Needs	.006	Napkins	.010
Gravies	.006	Paper Towels	.038
Sugar/Salt/Spices	.014	Facial Tissue	.010
Pork and Beans	.007	Toilet Tissue	.041
Canned Vegetables/Mushrooms	.026	Bags & Wraps	.016
Potatoes & Stuffing Mix	.005	Box Detergent	.026
Small Family Section	.003	Liquid Detergent	.007
Canned/Dry Fruits	.012	Bleaches & Starch	.010
Juice	.030	Fabric Softeners	.010
Cocoa	.004	Liquid Dish Detergent	.010
Tea	.006	Electric Dish Detergent	.003
Instant Coffee & Creamer	.009	Heavy Duty Cleaners	.007
Ground Coffee	.013	Ammonia & Window Cleaners	.003
Milk/Canned and Dry	.006	Soap Pads & Cleaners	.003
Canned Soup	.021	Bath & Bowl Cleaners	.003
Dry Soup	.005	Skilcraft Products	.010
Prepared Dinners	.008	Air Fresheners	.003
Canned Fish	.010	Waxes and Carpet Free	.003
Canned Meat	.010	Bar Soap	.010
Canned Macaroni	.004	Light Bulbs	.003
Sauce and Paste	.010	Charcoal	.003
Dry Macaroni	.013	Insecticide	.003
International Foods	.017	Gourmet	.006
Rice	.008		
Dry Beans	.003	*Total:*	1.000
Cold Cereal	.043		
Pop Tarts	.006		
Hot Cereal	.006		
Pancake Mix	.003		
Pancake Syrup	.003		

Note: The formula for computing percent factors to commodity footage is based on a count of the total number of base sections in the commissary store. Multiply the length of each base section by the total number of sections in the store (e.q., 340 base sections × 4 feet = 1360 linear base feet of shelving). Next multiply the percent factor for each commodity times the total footage (e.q., Best Buy section .020 × 1360 = 27.2 feet rounded to the next nearest 4 feet amounts to 28 feet for Best Buy section).

Once in a lifetime, there's a merchandising opportunity like this...

2 LESS SMUCKER'S
CONCORD GRAPE JELLY
LESS SUGAR THAN OTHER LEADING NATIONAL BRANDS
SKIPPY
CREAMY PEANUT BUTTER
HELLMANN'S REAL MAYONNAISE
32 FL. OZ. (1 QT.)
Best Foods REAL Mayonnaise

America's favorite sandwich stars and Halley's Comet

The promotional potential is astronomical!

- Build on last year's successful tie-in
- National coupon support
- Tasco telescope consumer offer
- Ask your Best Foods sales rep for details

Best Foods Englewood Cliffs, N.J. 07632 CPC International

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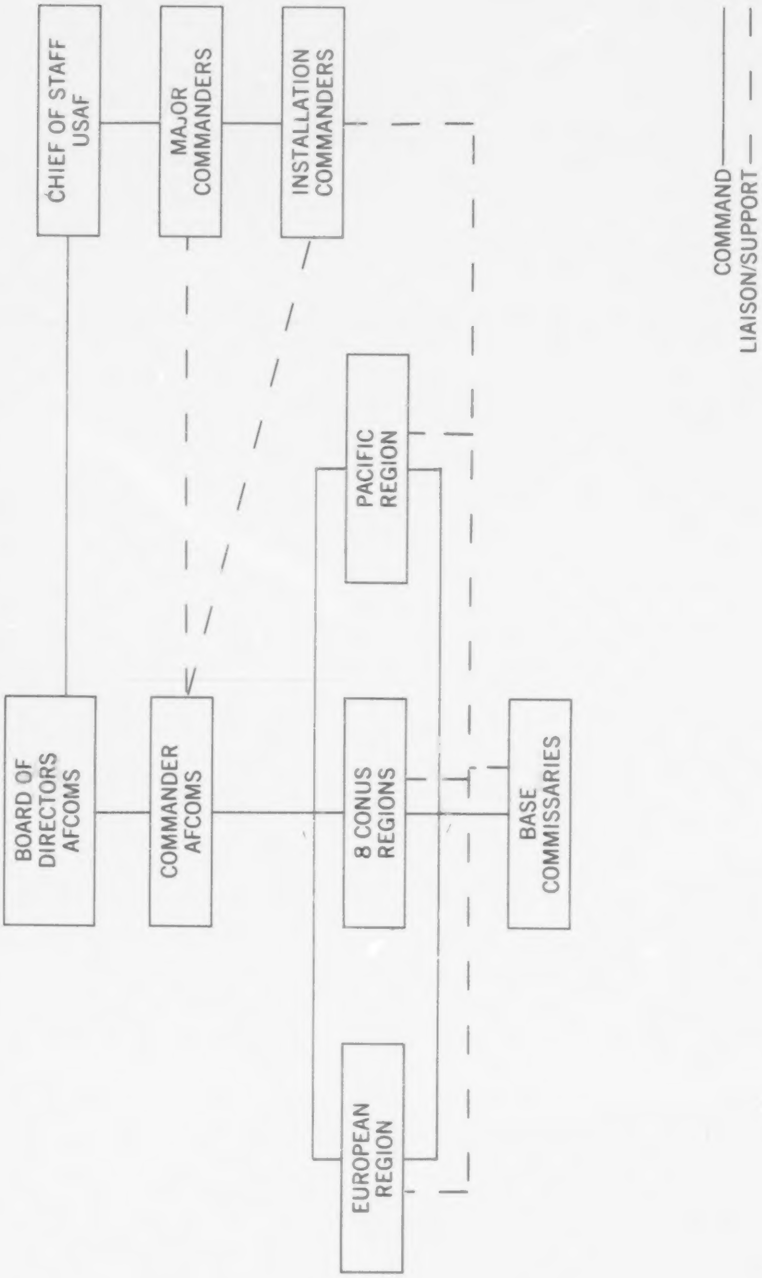
AIR FORCE COMMISSARY SERVICE


BOARD OF DIRECTORS AFCOMS
CHIEF OF STAFF USAF
COMMANDER AFCOMS
MAJOR COMMANDERS
INSTALLATION COMMANDERS
EUROPEAN REGION
8 CONUS REGIONS
PACIFIC REGION
BASE COMMISSARIES
COMMAND
LIAISON/SUPPORT

COUPONING IS HELL

CCDI combats the overwhelming problems of the coupon battle with Bright Ideas.

Bright Ideas is a computerized medium for the point of purchase distribution of coupons that increases brand sales and provides manufacturers with a flexible, controllable and cost effective way to market their products.

In addition to sales increases of up to 75%, Bright Ideas provides manufacturers with a number of distinct advantages never before available through any coupon marketing technique.

- *Daily information on product movement*
- *Flexibility to adjust cents-off offerings daily*
- *Only pay for redeemed coupons*
- *No associated production, printing and distribution cost*

bright ideas

To find out how this remarkable new marketing technique can take the combat out of your coupon program, contact:

Dick Meadows
Vice President Marketing
Computerized Coupon Dispensers, Inc.
P.O. Box 2452
Midland, Texas 79702
(915) 683-6708

C.C.D.I.
Computerized Coupon Dispensers, Inc.

FUJI FILM SHARPENS UP DRESS BLUES.

FUJI
FUJICOLOR
FUJICOLOR
HR film

With Fujicolor film, reds are redder. Blues, truer. And yellows, positively vibrant. We even take olive from drab to dramatic. Because Fujicolor is the film that makes color come alive.

But superior as our film is, Fuji doesn't send it out there without reinforcements. Fuji advertises on prime-time network television and in national magazines. We run commanding Military Promotions throughout the year, as well as extensive couponing. All backed-up with eye-catching point-of-purchase materials.

Exchange Patrons will have no trouble focusing in on Fuji film. They'll create a demand that Fuji's worldwide distribution can keep generously supplied.

Over the years we've earned our stripes by delivering the best quality at the best value. So make sure you stock-up on plenty of Fuji Green. And get results that are far from olive drab.

FOR FURTHER INFORMATION CALL: BOB FERGUSON, (212) 736-3335

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For the best in quality and value

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3911 S. Walton Walker Boulevard
Dallas, TX 75236-1598
Phone: (214) 780-2011
Telex: 73-2374
Commander: Major General John E. Long, USA

MG Long

Col Kahla

Selling to AAFES

AAFES Mission & Purpose

The Army and Air Force Exchange Service (AAFES) is an instrumentality of the Department of Defense operating on a joint basis with the U.S. Army and U.S. Air Force. Headquarters is in Dallas, TX.

AAFES provides merchandise and services at uniformly low prices to active duty and retired military people and their family members. Earnings go to the Army and Air Force for morale, welfare and recreation (MWR) activities and also are used for the modernization or construction of Exchange Service facilities.

AAFES seeks to improve the quality of life for its almost seven million customers within the military community. Customers' loyalty depends upon their perception of the Exchange Service as competitive and convenient. Recognizing this, AAFES is committed to customer service and significant price savings (about 20 percent in the continental U.S.). It is staffed by a workforce of professionals dedicated to the basic philosophy of offering good service and value to customers.

Although AAFES is a military command, it has only 100 military personnel assigned worldwide; it is primarily a civilian-managed organization employing some 70,000 men and women. All civilian employees are paid from Exchange Service earnings, not from funds appropriated by the U.S. Congress.

Operations are worldwide. The continental United States (CONUS) includes five exchange regions and one distribution region. Overseas operations are headquartered in Munich, Germany (Army and Air Force Exchange Service-Europe) and Honolulu (Army and Air Force Exchange Service-Pacific). Each has its own commander subordinate to the Exchange Service commander in Dallas.

AAFES operates nearly 5,000 retail facilities including military clothing sales stores; 1,700 food facilities; and 5,000 personal services concessions, such as barber and beauty shops, laundry and dry cleaning services, and florists; 973 automotive facilities; catalog services; 400 motion picture theaters and 2,000 vending patios.

Annual sales from the nearly 16,000 activities amount to more than $4.8 billion. For each dollar taken in, AAFES spends about 95 cents for operations including merchandise, personnel and utility costs. The remainder is split evenly between dividends for military MWR activities and capital expenditures for new and improved Exchange Service facilities. Annual dividends to MWR funds amount to more than $118.2 million.

AAFES policy is to cooperate to the fullest extent possible with existing and potential suppliers and manufacturers to obtain suitable items for resale to exchange customers. AAFES strives to maintain the highest standards of quality and excellence within the price ranges and authorized categories of merchandise.

Visiting AAFES

AAFES policy is to negotiate only with authorized individuals and to award contracts only to eligible persons and firms. All visitors to Hq AAFES, Hq AAFES-Pacific, Hq AAFES-Europe, Pacific Field Office, or any of the CONUS regional headquarters to conduct business must have a form of identification sufficient to establish the visitor's authority to conduct business on behalf of the principal. A direct hire employee of the manufacturer should have a business card, badge, ID card, or letter on the company letterhead. A manufacturer's representative, either self-employed or employed by a manufacturer's representative firm, must have a current letter of authorization, from each of the manufacturers represented, which authorizes the individual to conduct business on behalf of the manufacturer. A current letter is one dated within the past twelve months.

Visitors are also required to have a registration number. This number is obtained by completing a Notice of Appearance Before Exchange Activity, *AAFES Form 3900-56*, and if necessary, a continuation sheet, *AAFES Form 3900-57*. The registration number will be used when visiting any AAFES facility. Once a number has been assigned, a new notice of appearance form is not required for later visits unless a correction on the old form is necessary. Particular attention should be paid to the reverse side of the form which contains brief summaries of applicable statutes and references to pertinent Army and Air Force regulations. It also includes a statement of the AAFES policy on gratuities.

Visitors must complete a Visitor's Registration Form, *AAFES Form 3900-58*, on every visit.

Store Visitation Policy

Vendor representatives from firms under contract with AAFES are allowed entry to stores by the contract. Representatives who do not have contracts may get visitation privileges by making an appointment in advance through the appropriate CONUS exchange region and/or oversea merchandising branch or division. Visits must be arranged so as not to disrupt normal business operations.

Representatives who are not authorized access to stores and who wish to visit AAFES facilities should contact the merchandising chief/director in the appropriate CONUS region office or oversea system headquarters. Their addresses and telephone numbers appear below in this publication.

If the request to visit is approved, a letter of Temporary Access Authorization is issued, listing an expiration date, exchanges the representative may visit, names and telephone numbers of exchange managers, and the reason for the visit. A copy of the letter is also forwarded to exchanges listed.

General Procurement Information

AAFES purchases retail merchandise, supplies, services and equipment in variety of markets incorporating many types of competition and bargaining positions. Although some purchases may be made from government sources, the general method of procurement is from private industry through negotiation (as opposed to formal advertising used in some appropriated fund procurement) on the basis of full and free competition from all interested and eligible sources. Any reputable firm or individual can make application to sell to AAFES with confidence that the product or service will receive fair and impartial consideration.

The sale of some retail merchandise by CONUS exchanges is limited by category and cost price by the Armed Services Exchange Regulations approved by Congress. A list of items and current cost price limitations is available from Hq AAFES. There are no limitations on retail merchandise sold in oversea exchanges.

AAFES merchandising policy is to respond to customer demand in the selection of items and brands to be stocked. Accordingly, the stock assortment is generally comprised of brands which have demonstrated consumer acceptance in the commercial sector. AAFES does not attempt to create a new market for new items or new vendors.

Commodity Procurement (Merchandise, Supplies, Equipment and Food)

CONUS

Hq AAFES and the CONUS exchange regions buy commodities from CONUS sources as explained below.

Hq AAFES in Dallas, TX conducts negotiations and establishes sources for resale merchandise of U.S. origin for items sold in oversea exchanges, items and services for CONUS exchange regions, items stocked in distribution warehouses, and items available through AAFES mail order catalogs. Hq AAFES also buys U.S.-origin retail and institutional food for sale worldwide. Precious jewelry items and prerecorded music (records and tapes) are purchased by contracting officers at the AAFES Distribution Region (ADR), Atlanta, GA. Firms or individuals wanting to sell their products to Hq AAFES should write or telephone the appropriate merchandising sections listed below. Firms or individuals wanting to sell precious jewelry items should address correspondence to the AAFES Distribution Region, P.O. Drawer WW, Forest Park, GA 30051, or call (404) 363-5163. Firms wanting to sell prerecorded records and tapes should address correspondence to the Records Distribution Section, P.O. Drawer W.W., Forest Park, GA 30051 or call (404) 363-3761.

The five CONUS exchange regions purchase the merchandise items, retail food and institutional food, sold in exchanges located in their respective geographical areas which is not purchased from Hq AAFES established sources. Firms or individuals wanting to sell their products to these CONUS regions should write or telephone the appropriate merchandising specialists for the region involved. Information regarding the CONUS exchange region mailing addresses, telephone numbers, and other pertinent vendor information is given below. Call in advance for a schedule of vendor appointment times.

Alaska and Offshore Exchanges

The **Golden Gate Exchange Region** is responsible for purchasing merchandise from sources in Alaska to be sold in exchanges in Alaska. Vendors in Alaska wanting to sell to AAFES may present their products to Alaska Area Exchange, who will forward the information to the Golden Gate Exchange Region.

The **Southeast Exchange Region** purchases merchandise for exchanges in Puerto Rico and Panama. The **Capitol Exchange Region** purchases merchandise for exchanges in Greenland and the Azores.

Other Oversea Exchanges

Commodities are bought for other oversea exchanges as explained below.

The **Hawaii Area Exchange** purchases some items of U.S. origin from sources in Hawaii to be stocked and sold in exchanges there.

Merchandise and food of foreign origin to be stocked and sold in oversea exchanges is primarily bought by **Hq AAFES-Europe** from sources in Europe. The Hq AAFES Merchandising Division, Pacific Field Office, handles sources in the Pacific. The addresses are:

(APO)
Hq AAFES-Europe,
APO New York 09245;
(Commercial)
Commander,
Hq AAFES-Europe,
McGraw Kaserne,
Tegernseer Landstr/210,
8000 Muenchen 90,
Federal Republic of Germany;
(APO)
Hq AAFES Merchandising Division,
Pacific Field Office,
APO San Francisco 96328;
(Commercial)
Hq AAFES Merchandising Division,
Pacific Field Office,
Yokota Air Base Bldg. #4018,
Fussa-shi, Tokyo 197,
Japan.

There is no need for U.S. firms that want to have their products sold in Europe and the Pacific to visit the oversea exchange headquarters, area exchanges or installation exchanges. They should contact the appropriate Hq AAFES merchandising sections listed in this directory.

Non-Resale Items

These are the supplies and equipment items used by AAFES exchange activities. Inquiries regarding selling of non-resale items should be addressed to the Director, Procurement Support Division, Hq AAFES, P.O. Box 660202, Dallas, TX 75266-0202.

Hardback Books, Paperback Books, Newspapers and Magazines

Responsibility for purchasing publications is divided among several AAFES elements as well as the Stars and Stripes organization.

In CONUS, these publications are purchased by each of the five exchange regions for sale in exchanges under their jurisdiction.

For Alaska, purchasing is done by the Golden Gate Exchange Region.

For Hawaii, most purchasing is done by Hq AAFES. Vendors in Hawaii wanting to sell to AAFES may present their product to the Hawaii Area Exchange, who will forward the information to HQ AAFES.

Publications for the Azores and Greenland are purchased by the Capitol Exchange Region. Publications for Panama and Puerto Rico are handled by the Southeast Exchange Region.

In Guam, Japan, Korea, Okinawa and the Philippines, all publications are provided to AAFES by Pacific Stars and Stripes located in Tokyo, Japan. Their mailing address is: Pacific Stars and Stripes, APO San Francisco 96503

In Europe, all publications are sold in book stores operated by the Stars and Stripes through their headquarters located at Postfach 11-10-34, D-6100 Darmstadt 11 West Germany. Their military mailing address is: Stars and Stripes European Edition, APO New York 09175. Stars and Stripes also maintains an office at 252 Seventh Avenue, Room 401, New York, NY 10001; telephone: (212) 620-3333/4/5, Attention: Director, New York Operations.

If you want to have your book considered for possible stockage by AAFES activities, contact any or all of these organizations.

Customer Service Contracts

A variety of customer service concessions are operated by contract with individuals and business firms. Barber and beauty shops, laundry and dry cleaning, optical shops, flower shops, watch repair, amusement and music vending, beverage vending, and full-line product vending are examples of services provided.

The contracts are established through full and free competition among all eligible sources interested in providing the services. Participation in small businesses and minority business enterprise is encouraged. In addition, AAFES reserves certain new services for minority businesses identified by the Minority Business Development Agency, U.S. Department of Commerce. For more information on minority business opportunities, contact the Office of Small & Disadvantaged Business Utilization at HQ AAFES.

In CONUS, contracting is done at each of the five exchange regions for exchanges under their jurisdiction. Anyone interested in providing a customer service should contact the contracting office at the appropriate exchange region.

Firms or individuals wanting to provide a service at oversea locations have to comply with the laws and regulations of the host country. For further information, contact the Procurement Support Division/Office of the applicable oversea exchange system.

Construction Contracting

AAFES contracts for new construction, facility modifications, and the installation of equipment and fixtures. The exchange region contracting offices are responsible for procurement when the amount is less than $200,000.

Hq AAFES Procurement Support Division contracts for new construction and renovation exceeding $200,000. Prospective construction source lists are recommended by the contract design architect, the military installations where the projects are to be performed, and individual requests. Plans and specifications may be examined at F. W. Dodge Division or other plan rooms near the construction site. If you are interested in a particular construction project, contact Hq AAFES Procurement Support Division, P.O. Box 660202, Dallas, TX 75266-0202.

Firms or individuals interested in performing construction contracts for exchange regions and/or area exchanges should contact them to be included in their source files.

Architect-Engineer (A-E) Services

A-E service contracts are established with selected firms based on professional qualifications and other considerations necessary for satisfactory performance of the work required.

For CONUS and Alaska, most of the contracts are negotiated by Hq AAFES Procurement Support Division. Source selection is made by Hq AAFES Engineering Division. If you are interested in being considered for selection, you should send a completed Standard Form (SF) 254, Architect-Engineer and Related Services Questionnaire, along with other pertinent data about your firm, to Hq AAFES Engineering Division.

The five CONUS exchange regions also procure A-E services on a limited basis covering some of the smaller projects. If you are interested in being considered for selection, you should contact the Engineering Branch of the applicable exchange region.

Oversea exchange systems have published guidance for the selection of A-E firms in their areas. For further information, write directly to the Procurement Support Division/Office of the applicable oversea exchange system.

Contracting Officers

Only contracting officers may bind AAFES contractually. AAFES contracts must be in writing.

Contracting officers are AAFES employees or military officers assigned for duty with AAFES, who have been designated by certificate of appointment. Contracting officers are empowered to negotiate, execute and administer contracts, purchase orders, delivery orders, etc., under their specific certificate of appointment. They have considerable authority to act for AAFES in business matters.

Source List Applications

Firms or individuals interested in doing business with AAFES should submit a completed Source List Application, *AAFES Form 4200-10*. The form is available from all AAFES purchasing activities. Completed forms should be returned to the purchasing activity where you want to do business. This form serves two purposes: (1) it provides information regarding the different categories of items or services the firm want to provide, and (2) provides the contracting officer with pertinent information about the interested individual/firm.

Catalog Sales Center

The Catalog Sales Program provides exchange customers worldwide with a major assortment of quality merchandise by mail order and through over-the-counter sales at most exchanges in CONUS. The catalog in effect serves as a retail store for many customers assigned to remote areas or at locations where shopping facilities are limited. It also provides a means for obtaining or sending gifts.

Approximately 650,000 copies of the catalog are printed and are distributed all over the world to authorized exchange customers. The Catalog Sales Center is headed by the Chief, Catalog Sales Branch, Merchandising Division.

Firms or individuals interested in offering products for inclusion in the Catalog Sales Program should contact the Hq AAFES Merchandising Division for U.S.-origin products. Oversea suppliers should contact the European Merchandising Division, Munich, Germany, or the Pacific Field Office, Yokota, Japan. In addition, direct contact can be made with the chiefs of the American, European or Pacific Mail Order Groups (their correspondence addresses are listed below).

Distribution Centers

Exchanges worldwide are supported from 13 Distribution Centers (DCs) in CONUS which receive, process, and ship a variety of merchandise categories. The Atlanta DC, Forest Park (Atlanta), GA, distributes fine jewelry, phonograph records and pre-recorded tapes, shoes, military uniforms, fashion and seasonal clothing (flat pack only), fashion shoes, and AAFES American Catalog merchandise worldwide. Additionally, Fort Gillem distributes general merchandise to all exchanges east of the Mississippi, Europe and selected items to exchanges worldwide.

From the Oakland, CA, DC, general merchandise is distributed to stores west of the Rockies, Alaska and throughout the Pacific. The Fort Worth DC supports exchanges east of the Rockies and west of the Mississippi.

Women's, men's and children's fashion and seasonal clothing are distributed to exchanges on a worldwide basis from the **Fashion Distribution Center** (FDC) at Hq AAFES and a Fashion Distribution Activity, Fort Gillem, GA. All distribution centers are under supervision of the AAFES Distribution Region at Atlanta.

How Merchandise is Distributed

AAFES uses two major systems to resupply its retail facilities. In the "open order" or "direct delivery" method, the vendor ships the merchandise directly to the store in need. Conversely, the "warehousing" method requires that shipments first go through one or more AAFES warehouse distribution points, then on to the designated facility.

Selection of the best method of distributing merchandise in the AAFES Stock Assortment is determined by the vendor's terms, type of service needed, the nature of the merchandise category, and an evaluation of the economic/operational advantages to AAFES and its customers.

Gifts and Gratuities

Government personnel are prohibited from accepting any gift or gratuity from any person or firm doing, or seeking to do business with the Government. The term "gratuity" includes entertainment, favor (such as special or direct procurement of any item, product, or service through other than a regular business outlet for AAFES employees, a member of their family, or a member of their household, whether or not payment is rendered), or anything of monetary value given to AAFES employees or a member of their family) except a bona fide gift to a family member of the donor).

Acceptance of a gift or gratuity subjects AAFES employees to disciplinary action to include separation, civil suit for recovery of the value of the gift or gratuity, and criminal prosecution.

The offering or giving of a gift or gratuity by an individual or firm (or its employees or agents) could lead to serious consequences to include termination of contracts, determination of nonresponsibility for award of contracts, suspension/debarment, civil suit for recovery of the value of the gift or gratuity and/or other damages, and criminal prosecution.

AAFES solicits your support of this important policy. Should you become aware of any indication or evidence of violation of this policy, please report it in writing to the Commander, AAFES, Dallas, TX 75266-0202, or report it via the AAFES HOTLINE, 1-800-442-6345.

AAFES Guidelines To Quality Assurance

While some retailers may rely on customer returns to indicate the quality of merchandise, AAFES has a quality assurance program to determine quality before putting the product in the stores. Merchandise may be tested before and after purchase by AAFES. A substantial amount will be visually inspected in vendor facilities or AAFES warehouses using random sampling techniques. Our aim is to prevent poor quality merchandise from entering the AAFES system.

Food Products. Most food items procured by AAFES are required to be processed in plants approved by the Department of Defense and using either their own inspection or, in certain cases, other federal inspection services, e.g., USDA. Specified items are exempt because of their low potential for disease transmission. The office of the Staff Veterinarian (QA-V) or the Exchange Region Food Buyer can advise if source approvals are not necessary. Delivery of food items directly to an exchange will require an inspection by the resident military food inspection unit for terms of the contract plus sanitation of the vehicle.

Non-Food Products. Laboratory testing and technical evaluations are conducted on a wide range of softline and hardline merchandise. Samples are tested, analyzed and evaluated under varied conditions to determine how well an item will perform under actual use. Such characteristics as color fastness, shrinkage, elongation, permanent press, strength, electrical performance, safety factors, etc., are tested and evaluated.

AAFES uses sampling plans extracted from Military Standard (MIL-STD) 105D, Sampling Procedures and Tables for Inspection by Attributes for visual inspection of merchandise. This standard has been approved by the Department of Defense and is widely used and accepted throughout industry.

The Acceptable Quality Levels (AQL's) used in conjunction with MIL-STD 105 Sampling Plans vary by product and price line. Ordinarily, the inspections are conducted using the normal sampling plans. Tightened inspection will be used during re-inspection of a previously failed lot or when a vendor's quality indicates a higher than normal risk to AAFES.

It is the vendor's responsibility to inspect the merchandise he offers to AAFES. Only first quality merchandise is acceptable. By regulation, AAFES cannot buy "seconds." AAFES has the right to verify product quality anywhere in the pipeline; e.g., vendor's plant, AAFES warehouse or store. AAFES inspection personnel examine shipments of merchandise from the standpoint of a discriminating customer. Each sample is examined for conditions which adversely affect the appearance, serviceability, or customer acceptance of an item. Examples of conditions rendering items defective are:

Softline Merchandise—Open seams: exposed raw edges; spots or stains; material defects, such as slubs, floats, shard bars, knots, holes; badly shaded parts.

Hardline Merchandise—Mechanical or electrical malfunction or misalignment; unsightly dents, scratches, rust; poorly finished; hardware loose, missing or damaged; distorted audio or video; loose electrical connections; safety-related defects, such as sharp edges, ingestible components, or other hazardous conditions; incorrect or missing assembly instructions, owner's manual.

In addition to quality defects, nonconformances may cause an item to be unacceptable. Examples are noncompliance with AAFES Terms and Conditions, Federal laws or acts, such as:

a. Missing or incorrect Underwriter's Laboratories (UL) labels, size labels, textile care labels, fiber content labels, manufacturers or brand labels, military uniform certification labels, flame-resistant identification etc.

b. Missing or improper pre-ticketing.

c. Unauthorized substitutions or variations in quality.

Contractor liability for supplying defective or nonconforming items is detailed in the AAFES Terms and Conditions applicable to contracts and purchase orders for merchandise, supplies, and equipment purchased for AAFES.

Army and Air Force Exchange Service

Key Headquarters Personnel

Executive Office

Commander
MG John E. Long, USA
(214) 780-3551

Deputy Commander
Col Jeffry D. Kahla, USAF
(214) 780-3631

Assistant to the Commander
O. John Nille
(214) 780-3663

Chief of Staff
COL Robert N. Waggener, USA
(214) 780-3731

Special Assistant for Small & Disadvantaged Business Utilization
Lynda Hemphill
(214) 780-3571

HQ AAFES Comptroller Division

Comptroller
Martin R. Handel
(214) 780-2551

Deputy Comptroller
Russell English
(214) 780-2551

Chief, Accounts Payable Branch
Adolf Nussbaum
(214) 780-3161

Chief, Financial Management Branch
Robert Youngquist
(214) 780-2731

HQ AAFES Distribution Division

Director
COL Norman J. Davis, USA
(214) 780-2261

Deputy Director
Gerard E. Ormond
(214) 780-2358

Chief, Distribution Resources Branch
Bobby Garrett
(214) 780-2557

Chief, Traffic Branch
Position Vacant
(214) 780-3540

Assistant Chief, Traffic Branch
LTC John N. Marshall, USA
(214) 780-2787

HQ AAFES Engineering Division

Director
COL Kenneth D. Grundborg, USA
(214) 780-2751

Deputy Director
John C. Taylor
(214) 780-3141

Chief, Consultant Services Branch
Earl H. Norder
(214) 780-3541

Chief, Construction Branch
Lyle B. Rowley
(214) 780-3841

Chief, Engineering Management Branch
Russell L. Lown
(214) 780-2155

Chief, Standards & Criteria Branch
Joseph L. Coggan
(214) 780-3751

HQ AAFES EEO & Appeals Office

Director
John W. Bowlin
(214) 780-2607

Chief, EEO Branch
Joyce O. Taylor
(214) 780-2607

HQ AAFES General Counsel

General Counsel
COL William M. Whitten, III, USA
(214) 780-3641

Chief, General Law Branch
Roy J. Birkmeyer
(214) 780-2641

HQ AAFES Management Information Systems

Director
Aubrey E. Rembold
(214) 780-3371

Deputy Director
Samuel L. Lankford
(214) 780-3371

Chief, Data Base Administration Branch
Theodore F. Pazur
(214) 780-3808

Chief, Computer Processing Branch
Donald M. Colaluca
(214) 780-2671

Chief, Systems Development Branch
T. S. Hanson
(214) 780-2561

Chief, Information Center Branch
Dee W. Trimble
(214) 780-3110

Chief, Technical Resource & Planning Branch
Raymond P. Shea
(214) 780-2151

HQ AAFES Marketing Research Division

Director
COL William H. Miner, USA
(214) 780-3774

Deputy Director
William J. Farrell
(214) 780-3773

Chief, Marketing Research Branch
Andrew R. J. Jones
(214) 780-3470

Chief, Operations Research Branch
William J. Farrell
(214) 780-3773

HQ AAFES Merchandising Division

Director
Frank Hardt
(214) 780-3721

Deputy Director
James E. Glisson
(214) 780-3721

Executive Assistant
James H. Smith
(214) 780-3561

Apparel/Accessories Branch (MR-A)
Chief
Edmund Fitzgerald
(214) 780-3621

Assistant Chief
Fred H. Beer
(214) 780-3717

Ladieswear Section
Merchandise Manager
Robert Muhlencamp
(214) 780-2518

Senior Buyer
Barbara Barbee
(214) 780-2500
Misses, misses petite, womens coordinates; tennis and golf apparel; misses, junior, womens swimwear, beach coverups, fashion warmup suits, activewear

Buyer
Helen McMillan
(214) 780-2440
Junior dresses, suits; junior petite dresses; junior cocktail, formal and prom dresses; sleepwear

Buyer
Louise Lindell
(214) 780-2559
Petite dresses, suits; misses, halfsize dresses; misses suits, cocktail, formal and prom dresses; Junior and Misses outerwear

Buyer
Sharon Brown
(214) 780-2204
Misses separates; misses petite, tall pants

Senior Buyer
Jackie Waelde
(214) 780-3609
Junior separates, coordinates

Buyer
Vivian Skalsky
(214) 780-3921
Intimate apparel, foundations, lingerie, coordinated daywear, thermal underwear, hosiery

Assistant Buyer
Catherine Mitchell x2558
Hats, gloves, scarves, handbags, belts, umbrellas, accessories

Assistant Buyer
Cheri Hemby
(214) 780-2542
Womens size separates and maternity wear

Menswear Section
Merchandising Manager
Ron Norrell
(214) 780-2163

Senior Buyer
Position Vacant
(214) 780-2191
Mens jackets, raincoats, long coats, outerwear, vests, leatherwear, warmup suits, action shorts/tops, fashion/active coordinates, mens and ladies skiwear and accessories

“Some call it luck,
some genius;
I call it determination.”
—George S. Patton

Times of adversity seem to forge the most rugged of leaders. Individuals who won't compromise on ideals or goals. General Patton was such a leader. His unbending *determination* helped to shape modern history.

Today's economic conditions call for similarly strong approaches to challenging situations. As manufacturers' representatives specializing in service to the U. S. Armed Forces worldwide, V. H. Monette & Company has built an international reputation on meeting challenges. In our service to commissaries and exchanges, we seek innovative merchandising, marketing and promotional avenues to success. Our efforts continue to provide beneficial results for the manufacturers we represent, the military sales outlets, and the consumers who shop there.

Determination to serve a highly specialized market effectively has earned us a position as the landmark in military sales. To determine how we might put our experience to work for you, call or write today.

v.h.monette&co.

Commissary Division (804) 357-4141
Exchange Division (804) 357-4142
Smithfield, VA 23430

Senior Buyer
Ray Gilliam
(214) 780-2789
Mens suits, sportcoats, blazers, formal wear, tailored coordinates, dress/casual slacks

Buyer
Russell Teague
(214) 780-2190
Mens dress, designer, fashion C/S sport, western, heavyweight shirts; neckwear, designer/prestige label program

Buyer
Donald Bleeker
(214) 780-2165
Mens sweaters; basic, fashion knit sport and velour shirts; golf coordinates, tenniswear, hosiery, high fashion clothing program

Buyer
Melvin Segal
(214) 780-3499
Mens walk shorts, basic fashion and designer jeans; novelty, imprinted and pro sportswear; robes, pajamas, swimwear, "big and tall" clothing

Buyer
Monte McCarter
(214) 780-2192
Mens basic, fashion and thermal underwear, athletic supporters, sweat shirts and pants; basic and fashion gloves, headwear, scarves, belts, buckles and suspenders

Associate Buyer
Minnie Batt
(214) 780-2163
Mens handkerchiefs, umbrellas, rain hats, caps, slippersocks

Associate Buyer
Tracy Roberts
(214) 780-2163

Childrenswear Section
Merchandise Manager
Lelia A. Ross
(214) 780-3526

Senior Buyer Supervisor
Roger Muhlencamp
(214) 780-3913
Boys sizes 4–7 and 8–18 suits, sport coats, jackets, pants, jeans, dress and woven sport shirts, shorts, warmups, slacks, short sets, coordinates

Senior Buyer Supervisor
B. G. St. Romain
(214) 780-2977
Young junior sizes 6–14, coordinates, suits, jackets, dresses, skirts, blouses, knit tops, pants, jeans, shorts; girls sizes 4–6X and 7–14 coordinates, dress and all weather coats, jackets; girls sizes 4–6X snowsuits, snowpants; girls 7–14 tennis tops, shorts, ski pants and parkas; boys sizes 4–7, snowsuits, pants, snowmobiles; boys sizes 8–20 snowmobiles; ski pants, parkas; toddler boy and girl sizes 2–4 coats, snowsuits and pants, jackets, coats; infant sizes pramsuits, jackets

Buyer
June Cleveland
(214) 780-2974
Girls 4–6X and 7–14 blouses, knit tops, skirt and skirt sets, jumper and jumper sets, suits, dresses, pants sets, jeans, shorts and short sets, warmup suits

Buyer
Joan Grafanini
(214) 780-2978
Boys 4–7 and 8–20 knit shirts; boys and girls sweaters, sleepwear, robes, swimwear, beach coverups; girls fashion knee-hi socks

Buyer
Martie Cieslewicz
(214) 780-2970
Newborn, infant, toddler boy and girl slacks and slacks sets, jeans, crawlers and crawler sets, warmups, coverall, overalls, creepers, shirts, blouses, suits, shorts and short sets, sunsuits, coordinates

Buyer
Lora Bracken
(214) 780-2971
Basic infant training pants, undershirts, bibs, knit tops, diapers, diaper pins, bags (and liners), WP pants, gowns, kimonos and sacques, christening sets, blanket sleepers, shawls, buntings, gro bags, sweaters, sets, sleep and play sets, towels, washcloths, bath sets, receiving and crib blankets, quilts, comforters, crib sheets, pillow cases, pillows, mattress covers, layette gift sets, feeding and nursery items, harness, toys, lap pads; girl and boy scouts; childrens budget jeans and knit shirts, underwear, socks, tights; girls umbrellas, leotards, tights, thermal underwear; boys belts

Assistant Buyer
Therese Garman
(214) 780-2967
Infants and toddlers, boys and girls headwear, gloves, mittens, belts, handbags, swimcaps, totes, play aprons, novelty accessories, infant and toddler dresses, diaper sets

Footwear And Small Leather Goods Section
Merchandise Manager
George Miller
(214) 780-2795

Senior Buyer Supervisor
Henry Culley
(214) 780-2798
Ladies fashion and ladies military shoes

Buyer
Mike Mikulecky
(214) 780-2799
Mens dress and casual shoes, all genders athletic shoes

Buyer
James Beverly
(214) 780-2980
Childrens and mens military shoes

Associate Buyer
Jean Kuhn
(214) 780-2790
All genders slippers

Associate Buyer
Dolores Harris
(214) 780-3716
Small leather goods

Fashion Distributors
Distributor Supervisor
Tom Siddall
(214) 780-3454

Distributor Number 1
Nancy Fretwell
(214) 780-3725
Boyswear, except accessories

Distributor Number 2
Fred Richards
(214) 780-2408
Young juniors, girls dresses, coordinates, sleepwear; infants and toddlers sleepwear; girls off-price

Distributor Number 3
Judy Skidmore
(214) 780-3806
Infants and toddlers, except accessories, and sleepwear

Distributor Number 4
Phyllis Lenard
(214) 780-3455
Girlswear, except dresses, coordinates and sleepwear; childrens accessories

Distributor Number 5
Ruth Goad
(214) 780-2988
Womens swimwear, skiwear, misses separates

Distributor Number 6
Phyllis Gammon
(214) 780-2987
Juniorwear, except outerwear and formals; maternity

Distributor Number 7
Judy Crane
(214) 780-3709
Misses dresses, suits, formals; misses, misses petite, womens golf and tennis coordinates, outerwear and accessories

Distributor Number 8
Bobbie Smith
(214) 780-2998
Mens suits, sport coats, slacks, jeans, skiwear, tennis and designer shirts, coordinates

Distributor Number 9
Tom Siddall
(214) 780-3454
All specials

Distributor Number 10
Betty Price
(214) 780-2966
All ladies sleepwear; ladies and mens off-price and designer, mens shirts, sweaters, jackets, swimwear, robes, hats, gloves

Consumables, Stationery and Toiletries Branch (MR-G)
Chief
Roy Nielsen
(214) 780-3212

Institutional Food, Retail Grocery Section, Candy, Snacks Unit
Merchandise Manager
Frank Grippy
(214) 780-2566

Senior Buyer-Supervisory
Jack Pegues
(214) 780-3215
Candy, snacks

Associate Buyer
Melva Johnson
(214) 780-2481
Candy, snacks

Procurement Assistant
Pat Preston
(214) 780-3826
Candy, snacks

Institutional Food Unit
Senior Buyer-Supervisory
Jack Leavitt
(214) 780-3226
Groceries

Buyer
Jimmie Anderson
(214) 780-2839
Frozen, chilled foods, nuts and crackers

Associate Buyer
JoAnn Whitlock
(214) 780-3214

Procurement Assistant
Sharon Hoerter
(214) 780-3891
Groceries

Procurement Assistant
Betty Redd
(214) 780-3229
Freeze, chill

Retail Grocery Unit
Senior Buyer-Supervisory
Lou Faulkner
(214) 780-3236
Juices, freeze, chill

Buyer
Ronald J. Alleva
(214) 780-3216

Warner-Lambert is meeting the growing consumer demand for quality health care products

24 OZ. SIZE
LISTERINE
ANTISEPTIC
Schick
DISPOSABLE
RAZOR
efferdent
40
extra strength
efferdent
For earliest results use even 3 days after a missed period!
READ INSTRUCTIONS CAREFULLY!
e·p·t
e·p·t
EARLY in-home
PREGNANCY TEST
DOUBLE TEST KIT
Sinutab
Sinutab
Listermint
with FLUORIDE
Listermint
ANTICAVITY DENTAL RINSE AND MOUTHWASH
18 FL.OZ (1 PT. 2 FL.OZ)
mediquell
New!
mediquell
CHEWY COUGH SQUARES
COUGH SUPPRESSANT
6-8 HOUR COUGH CONTROL

The Consumer Health Products Group is in the midst of an aggressive new product development program. The results already include Listermint with Fluoride, anti-plaque protection from Listerine antiseptic, a new and innovative chewable cough tablet called Mediquell, and improved sinus preparations under the Sinutab label. The new frontier is in self-diagnostics, like the popular e.p.t. pregnancy test which Warner-Lambert pioneered.

For Further Information
Please Call
Toll-Free 800-524-0818 ex. 2418

WARNER LAMBERT

MILITARY/SPECIAL MARKETS DIV.
CONSUMER HEALTH PRODUCTS GROUP

Associate Buyer
Deb Glaves
(214) 780-3893

Procurement Assistant
Geneva Patterson
(214) 780-3220
Groceries

Beverage, Tobacco, Toiletries Section
Merchandise Manager
Ken Buffaloe
(214) 780-3311

Senior Buyer-Supervisory
Frederick S. Lyon
(214) 780-3969
Beverages

Buyer
Mike Frakich
(214) 780-3969
Cigarettes, tobacco, smoking accessories

Associate Buyer
Terry Moore
(214) 780-3969

Toiletries Unit
Senior Buyer-Supervisory
Imogene Huwyler
(214) 780-3656
Fragrance items, perfumes, colognes, lotions, creams, nail care, cosmetics, seasonal, toiletry gift sets, eyewear

Associate Buyer
Jan Shedd
(214) 780-3928

Buyer
Steve Kimple
(214) 780-3656
Hair care, sanitary, drugs, paper products

Buyer
Avis A. Coltrain
(214) 780-3656
Shaving, dental, soap, deodorants

Buyer
Anna Ransom
(214) 780-3656
Vitamins, foot aids, baby supplies, personal care appliances, budget toiletries

Stationery Unit
Senior Buyer-Supervisory
Guy Ormiston
(214) 780-3311
Magazines, stationery, paper supplies, seasonal decorations, wrap, books

Associate Buyer
William Nilsson
(214) 780-3311

Procurement Assistant
Joan Scheffler
(214) 780-3311

Buyer
Thomas Froom
(214) 780-3311
Typewriters, calculators, pens, pencils, paints, crayons, playing cards, poker chips, flags, disposable plates, cups, napkins

Hardlines and Domestics Branch (MR-H)
Chief
Gerald Saperstein
(214) 780-2771

Sporting Goods, Outdoor Living, Luggage, Toys, Hardware, Cleaning Supplies Section
Merchandise Manager
Bill R. Sullivan
(214) 780-2520

Sporting Goods & Outdoor Living Unit
Senior Buyer
Roland Faucher
(214) 780-3256
Sporting goods, pool chemicals, fishing, aquatic, exercise, tennis, racquetball

Buyer
Ted Baer
(214) 780-2585
Camping, baseball, knives, thermos

Buyer
William Bethard
(214) 780-3272
Outdoor living, garden products

Buyer
Gary Tunnell
(214) 780-3237

Hardware & Cleaning Supplies Unit
Senior Buyer
Mike McClain
(214) 780-2571
Hardware, paint, pet supplies, cleaning supplies

Buyer
Tony Spencer
(214) 780-2571

Toys and Luggage Unit
Senior Buyer-Supervisory
Frank Oliverio
(214) 780-2582

Buyer
Joyce Marrow
(214) 780-2582
Toys

Buyer
Ed Trevino
(214) 780-2582
Toys

Buyer
William Hodges
(214) 780-2583
Bicycles, hobbies

Buyer
John Akridge
(214) 780-3065
Luggage

Linens/Domestics, Sewing, Decorator Shoppes, Furniture, Housewares, Electric/Non-Electric, Giftware, Jewelry Section
Merchandise Manager
Betty Williams
(214) 780-3251

Linens/Domestics, Sewing, Decorator Shoppes, Furniture Unit
Senior Buyer
James Howard
(214) 780-3267
KD furniture

Buyer
Denise Chianese
(214) 780-3517
Linens

Buyer
Pat Kirkpatrick
(214) 780-3518
Domestics

Buyer
Janette Ford
(214) 780-3269
Fabrics

Buyer
Jean Allison
(214) 780-2574
Notions, sewing machines

Buyer
Marta Boggio
(214) 780-3524
Furniture

Buyer
Calvin Baumann
(214) 780-2134
Juvenile furniture

Jewelry, Watches, Giftware Unit
Senior Buyer
Jim Williams
(214) 780-3618

Buyer
Ole Hill
(214) 780-3268
Giftware

Buyer
Jerry Huston
(214) 780-3714
Fine Jewelry

Buyer
Donna Bradley
(214) 780-2198
Costume jewelry

Housewares, Electric/Non-Electric Unit
Senior Buyer
Sonny James
(214) 780-2646
Major appliances

Buyer
Sam Russell
(214) 780-3793
Small appliances

Buyer
Richard Hausler
(214) 780-3257
Housewares

Audio And Photo Branch (MR-L)
Chief
Frank J. Savarese
(214) 780-2111

Photo And Optical Section
Senior Buyer-Supervisory
Billy Wade
(214) 780-3623
Film, photoflash, projection lamps, mailers, binoculars, microscopes, telescopes

Buyer
Jere M. Cox
(214) 780-2330
Still and movie cameras and projectors, darkroom equipment, flash units, camera bags, lenses

Buyer
John T. Hall
(214) 780-3978
Photo finishing, film processing, mailers

Assistant Buyer
Laura Bessom
(214) 780-3613
Photo finishing, training coordinator

Associate Buyer
Andrew Banks
(214) 780-3977

Audio Section
Senior Buyer-Supervisory
James Koga
(214) 780-2596
Personal electronics, music systems, VCRs, TVs

Buyer
Herbert Lai
(214) 780-2596
Components, blank recording tapes

Buyer
Mike Cooper
(214) 780-2596
Car stereos, TV games, home computers, accessories, musical instruments

Assistant Buyer
Charles McDonald
(214) 780-2596

Associate Buyer
Mark Roessler
(214) 780-2596

Sales Management Branch (MR-O)
Chief
O. James, Jr.
(214) 780-2651

Assistant Chief
Russ Struyk
(214) 780-2652

Sales Planning Section
Chief
John A. Hanson
(214) 780-2741

Store Planning Section
Chief
Ron Peach
(214) 780-2653

Catalog Sales Center (MR-S)
Chief
Rex Keely
(214) 780-3333

Assistant Chief
Ronald R. Rooney
(214) 780-3333

Military Clothing Branch (MR-U)
Chief
William Schultz
(214) 780-2601

Assistant Chief
LTC Lawrence Mueller, USA
(214) 780-2994

Uniform Procurement Section
Merchandise Manager
Michael Thelen
(214) 780-2994

Senior Buyer (Army)
William Moeller
(214) 780-3089

Senior Buyer (Air Force)
Carol Williams
(214) 780-3208

AAFES Fashion Distribution Center (MR-FDC)

Chief
Clayburn Williams
(214) 780-3704

Facility Manager
James French
(214) 780-2483

Assistant Facility Manager
William Townsley
(214) 780-2281

HQ AAFES Personnel Division

Director
James H. Henry
(214) 780-2761

Deputy Director
James C. McKinney
(214) 780-2761

Chief, Employee & Management Relations Branch
Dale W. Woods
(214) 780-3712

Chief, Career Management Branch
Verland L. Miller
(214) 780-3812

Chief, Plans, Programs & Systems Branch
Michael E. Russell
(214) 780-2021

Chief, Training Branch
Thomas A. Harmon
(214) 780-3521

Plans & Management Division

Director
King R. Hazle
(214) 780-3741

Deputy Director
William C. Foy
(214) 780-3743

Chief, Master Planning Branch
Leslie Cohoon
(214) 780-2603

Chief, Organization & Staffing Branch
Noal A. Christensen
(214) 780-2207

Chief, Policy Branch
William C. Foy
(214) 780-2743

HQ AAFES Procurement Support Division

Director
COL Bill W. McBroom, USA
(214) 780-2137

Deputy Director
Ernest Kodama
(214) 780-2137

Construction and Services Branch (PR-S)
Chief
Rod Constant
(214) 780-3430

Equipment and Supplies Branch (PR-F)
Chief
Karl W. Knutson
(214) 780-3171

Supervisory Contract Specialist—Section I
Delmas Wimberly
(214) 780-2687

Computers, Business Machines, Store Fixtures
Contract Specialist
Richard Rabb
(214) 780-2872
Computer software, cash registers, business machines/ADP equipment

Contract Specialist
Peggy Gamblin
(214) 780-3853
Retail store fixtures, signs and accessories

Contract Specialist
Merle Brockington
(214) 780-3854
Solicitations & construction projects, retail store fixtures, accessories

Purchasing Agent
Gail Smith
(214) 780-2867
Overseas purchase orders, retail store fixtures & accessories

Purchasing Agent
Paula Brewer
(214) 780-3050
ADP, office machine delivery orders

Vehicles, MHE, Warehouse Equipment-Service Station, Floor Care, Sales of AAFES Property, Auto Parts
Contract Specialist
Bill Russell
(214) 780-2863
Automotive spare parts, service station equipment, mechanical and hand tools

Contract Specialist
Esther Smith
(214) 780-3858
Passenger cars, organic vehicles, mechanized materials handling equipment, mobile sales outlet

Contract Specialist
Position Vacant
(214) 780-3859
Manual materials handling equipment, conveyor systems, warehouse & stockroom shelving, bailing equipment, safes, related items

Purchasing Agent
Evelyn Taggart
(214) 780-2862
Service station equipment, lawn mowers, tractors, strapping materials, shrink wrap, security locks & seals, pallets & pallet materials, surplus equipment sales, snow plows

Purchasing Agent
Gloria White
(214) 780-3041
Spare parts for vehicles & materials handling equipment, MHE, automotive manuals, hand & air tools, auto specialty merchandisers

Motion Picture, Audio-Visual, HVAC, Furniture, Construction Materials
Contract Specialist
Tom Ota
(214) 780-2871
Special projects, major contracts

Contract Specialist
Randy Williams
(214) 780-3983
Furniture, draperies, decor items, heating, ventilation, air conditioner equipment

Contract Specialist
Pat Adkins
(214) 780-2701
Motion picture equipment, photographic, audio, video, security, fire detector alarms, communications

Purchasing Agent
Barbara Phillips
(214) 780-2702
Floor covering, floor maintenance equipment, equipment for personal services activities, refrigeration parts, supplies, waste receptacles

Purchasing Agent
Barbara Brinick
(214) 780-2869
Construction materials: ceiling, electrical, plumbing, lumber, drywall, doors & windows, paint, insulation, hardware

Supervisory Contract Specialist—Section II
Max L. Dalton
(214) 780-2688

Food Services, Plant Equipment
Contract Specialist
Russ Leibfarth
(214) 780-2870
Food line counters, plant equipment, ice plants

Contract Specialist
Becky Foster
(214) 780-2864
Foodline counters, walk-in freezers, coolers

Contract Specialist
Mary Jane Williams
(214) 780-3857
Refrigerated food equipment, Equipment Supply Availability Bulletins (E/SABs) for food equipment

Purchasing Agent
Shirley Jestis
(214) 780-3856
Food preparation equipment, food serving equipment, food display equipment

Purchasing Agent
Linda Allen
(214) 780-3855
Food equipment accessories, food equipment spare parts

Local Procurement: Printing, Forms, Paper and Office Supplies
Contract Specialist
Rod Breland
(214) 780-2868
Printing of Exchange Catalog and Home Shopping Guide

Contract Specialist
Ethel McConduit
(214) 780-2689
Office supplies, envelopes, gift wrap program, specialty promotion items, computer tab paper, miscellaneous paper stock

Contract Specialist
Jackie Norwood
(214) 780-3173
Promotional sign kits & tabloids, visuals (signs), printing of *Planner* and *The Exchange Post*, printed materials

Purchasing Agent
Glenda Hume
(214) 780-2866
AAFES forms & specialty visuals, labels, decals

Purchasing Agent
Lou Van Zandt
(214) 780-3170
Local procurement items

Expendable Supplies: Plant, Food Services, Vending Equipment, Spare Parts, Cleaning Supplies, Miscellaneous
Contract Specialist
Jerry Romine
(214) 780-2865
Club and mess catalog, uniforms, hangers

Contract Specialist
Phyllis Wright
(214) 780-3174
Packaging supplies, plastic, paper for bakery, dairy and meat plants, corrugated supplies

Contract Specialist
Ed Wilkinson
(214) 780-2692
Vending & amusement machines

Purchasing Agent
Jeanette Nix
(214) 780-2693
Cafeteria supplies, kitchen ware, plastic and paper supplies for food services, EOM and Club supplies, gift boxes & supplies

Purchasing Agent
Beverly Turner
(214) 780-2694
TV, electronics & small appliances, repair parts, concessionaire barber, beauty, optical supplies

Supervisory Contract Specialist—Section III
Position Vacant
(214) 780-3175

Inventory Management Specialist
Sue Duke
(214) 780-3038
Service Station supplies, floor care equipment & supplies, waste receptacles, office supplies, computer paper, retail sales labeling program, cash register paper supplies

Procurement Analyst
Doris Shearin
(214) 780-3047
Worldwide stock assortment, E/SABs, reviews daily, weekly & monthly mechanized reports

HQ AAFES Public Affairs Division

Director
Col Robert E. Finkel, USAF
(214) 780-3865

Deputy Director
Gary L. Haynie
(214) 780-3865

Chief, Information Services Branch
Kenneth C. Boniface
(214) 780-2763

Chief, Command Liaison Branch
MAJ Larry J. Myers, USA
(214) 780-3861

Chief, Customer Relations Branch
Dub Bush
(214) 780-3531

HQ AAFES Quality Assurance Division

Director
COL Thomas M. Harper, USA
(214) 780-2711

Deputy Director
Joseph Werres
(214) 780-2711

Military Clothing Quality Branch (QA-M)
Chief
Floyd Sherrell
(214) 780-2710

General Merchandise & Inspection Branch (QA-I)
Chief
Sid Poindexter
(214) 780-3819

Western Inspection Section
Supervisor
Bob Williams
(214) 780-3431

Eastern Inspection Section
Supervisor
Jere Cox
(404) 363-5862

Testing & Analysis Branch (QA-T)
Chief
Kenneth L. Wilson
(214) 780-3435

HQ AAFES Services Division

Director
Ron Wulff
(214) 780-3351

Deputy Director
Dorothy Witt
(214) 780-3351

Services Section (SV-A/S)
Automotive Services Specialist
Richard Malone
(214) 780-2113

Gasoline & New Car Sales Contract Specialist
Joseph S. Wizansky
(214) 780-2256

Food Branch (SV-F)
Chief
Henry Fournier
(214) 780-2661

Burger King Group
Chief
Philip Latos
(214) 780-3368

Services & Vending Branch (SV-S)
Chief
Charles Poffenbarger
(214) 780-2267

Staff Optometrist
Maj Steven Sem, USAF
(214) 780-3424

Motion Picture Officer
Roger Wood
(214) 780-2622

Film Procurement Specialist
Dave Bochker
(214) 780-2622

Auto Branch (SV-O)
Chief
W. Michael Beverly
(214) 780-3484

Senior Buyer
Walter Kania
(214) 780-3324
Auto accessories, oils, chemicals

Buyer
Walter Knott
(214) 780-3326
Auto tires, batteries

Buyer
William D. Munn
(214) 780-3325

Buyer
Steven T. Taddle
(214) 780-3324

Associate Buyer
Hanelore Lenz
(214) 780-3324

CONUS Exchange Regions Chiefs & Area Exchanges General Managers

Alamo Exchange Region
Army & Air Force Exchange Service
5315 Summit Parkway
San Antonio, TX 78228
(512) 647-2800

Office of the Chief

Chief
Carl R. Gaines
(512) 647-2801/2802/2803

Chief, Finance & Accounting Branch
Carl Forman
(512) 647-2853/2854

Accounts Payable Section
Arnold Vandewarker
(512) 647-2848

Chief, Merchandising Branch
James Whitaker
(512) 647-2820/2821

Assistant Chief, Merchandising Branch
Bob Paul
(512) 647-2823

Merchandise Control Section
Erika Sherrod
(512) 647-2829

Sales Planning Section
Ken Crocket
(512) 647-2825

Sales & Merchandising Specialists

Buyer
Lynn Hubin
(512) 647-2837/2838/2839
Mens-, womens-, childrenswear, military, footwear, domestics, jewelry, sewing notions, giftware, home furnishings, decorator shops

Buyer
Elmer Bowen
(512) 647-2835/2844
Photo, optical, recorded sound, home entertainment, toys, games, hobbies, home improvement, luggage, housewares, cookware, outdoor living, sporting goods, automotive, stationery

Buyer
Elmer Bowen
(512) 647-2831/2833/2836
Food, expense, grocery, equipment, tobacco, drugs

Chief, Contracting Office
Delman Wimberly
(512) 647-2873/2874
Concession, vending, support services, construction

CENTRAL TEXAS AREA
Building 213
Fort Hood, TX 76544
General Manager
James Savers
(817) 532-2090

SOUTH TEXAS AREA
Building 2101
Lackland AFB, TX 78236
General Manager
Robert Gaskill
(512) 674-5140

SOUTHWEST AREA
Building 11178
Biggs Field, TX 79908
General Manager
Ben Davis
(915) 562-8851

RED RIVER AREA
Building 5345
Barksdale AFB, LA 71110
General Manager
Luis Merced
(318) 226-5512

Capitol Exchange Region
Army & Air Force Exchange Service
Cameron Station, Building 6
Alexandria, VA 22314
(703) 751-2000

Office of the Chief

Chief
Elwood Sanders
(703) 751-2000/x221

Deputy Chief
Gilbert Strauss
(703) 274-2000/x223

Finance & Accounting Branch

Chief
Carlos Castro
(703) 274-2000/x211

Contracting Branch

Chief
William Jones
(703) 274-2000/x300

Merchandising Branch

Chief
George Keppler
(703) 274-2000/x260

Assistant Chief
M. Jakob
(703) 274-2000/x261

Sales & Merchandising Specialists

Buyer
Philip Fox
(703) 274-2000/x280
Food (retail & institutional)

Buyer
Pat Talley
(703) 274-2000/x287
Tobacco, toiletries, stationery

Buyer
Rick Viscione
(703) 274-2000/x247
Hardware, housewares

Buyer
Linda Guy
(703) 274-2000/x251
Military, jewelry, clothing

Buyer
Doris Payne
(703) 274-2000/x231
Photo, electronics

MID-ATLANTIC AREA
Building 5343
Fort Dix, NJ 08640
General Manager
Wilbur Leach
(609) 723-7191

NEW ENGLAND AREA
Building 225
Hanscom AFB, MA 01433
General Manager
Frederick Richards
(617) 772-0428

TIDEWATER AREA
Building 669
Langley AFB, VA 23665
General Manager
Albert L. Jones
(804) 851-6671

WASHINGTON AREA
Building 6
Cameron Station
Alexandria, VA 22314
General Manager
Harry Marshall
(703) 370-4700

AZORES AREA
Building T800
Lajes Field
APO New York 09406
General Manager
Don Emmons

Golden Gate Exchange Region
Mail/Parcel Post only:
Army & Air Force Exchange Service
P.O. Box 3553
San Francisco, CA 94119

Location address:
775 Sansome Street
San Francisco, CA 94111
(415) 556-6294

Office of the Chief

Chief
Robert Bohn
(415) 556-3400

Deputy Chief
Bernie Gillett
(415) 556-3402

Finance & Accounting Branch

Chief
Tom Leach
(415) 556-0177/0178

Contracting Office

Chief
R. Lavato
(415) 556-0350

Merchandising Branch

Chief
D. Godfrey
(415) 556-8297

Assistant Chief
K. Forsyth
(415) 556-8298

Sales & Merchandising Specialists

Buyer
Oskar Hoessl
(415) 556-6676/6677
Food, expense items

Buyer
Angela Barrens-Alexander
(415) 556-7453/7454
Toiletries, tobacco products

Buyer
Richard Nash
(415) 556-6582/6583
Military clothing

Buyer
Wilma Sorrentino
(415) 556-6582/6583
Childrenswear, jewelry, linens & domestics, ladieswear

Buyer
Carla Gaty
(415) 556-6582/6583
Menswear & shoes

Buyer
Matt Dromy
(415) 556-8555/8465
Housewares, luggage, outdoor living, toys, sporting goods

Buyer
Linwood King
(415) 556-8555/8465
Electronics, photo/optical

Buyer
John Gustafson
(415) 556-8555/8465
Automotive

Buyer
Janet Dewey
(415) 556-3311/8556
Stationery

ARIZONA AREA
Building 1313
Davis-Monthan AFB, AZ 85708
General Manager
Jack Heagle
(602) 748-8122

CENTRAL CALIFORNIA AREA
Building 2861
Fort Ord, CA 93941
General Manager
Claude Hill
(408) 899-3281

NORTHWEST AREA
Building T-2140
Fort Lewis, WA 98433
General Manager
Andrew J. Ruffo
(206) 964-5124

SOUTHERN CALIFORNIA AREA
Building 58
Norton AFB, CA 92409
General Manager
James Hensley
(714) 884-6301

ALASKA AREA
Building 31-270
Pouch 6-550
Fort Richardson, AK 99502
General Manager
Harry N. Scott
(907) 753-4113

Ohio Valley Exchange Region
Army & Air Force Exchange Service
Building 2501, Gate 1
Indiana Army Ammunition Plant
Charlestown, IN 47111
(812) 283-1600

Office of the Chief

Chief
Harold C. Rayborn
(812) 283-1801

Deputy Chief
Bob G. Maddin
(812) 283-1803

Merchandising Branch

Chief
Wade Sadler
(812) 283-1845

Assistant Chief/Supervisor, Merchandise Control Section
Philip T. Pelfry
(812) 283-1626

Sales Planning Section

Sales Information Specialist
Paul Belinotti
(812) 283-1843

Buyer
James Whittier
(812) 283-1646
Food, juices, beer & sodas, tobacco products

Buyer
James Whittier
(812) 283-1646
Health & beauty aids, stationery, greeting cards

Buyer
Thomas Cobb
(812) 283-1646
Institutional food and expense

Buyer
Gene Keel
(812) 283-1611
Mens-, childrens-, ladieswear, shoes

Buyer
Jan Shedd
(812) 283-1611
Military, jewelry, linens & domestics

Buyer
Randy Clark
(812) 283-1635
Automotive, housewares, cleaning supplies, furniture

Buyer
Brian McFawn
(812) 283-1635
Sporting goods, photo/optical, toys, home entertainment

Assistant Buyer
Jo Blansfield
(812) 283-1646

CENTRAL AREA
Building 1832
Fort Leonard Wood, MO 65473
General Manager
Frank DiMartino
(314) 368-2161

GREAT LAKES AREA
Building 136
Chanute AFB, IL 61868
General Manager
Ruth E. Pierce
(906) 346-9216

MIDWEST AREA
Building 89
Wright-Patterson AFB, OH 45433
General Manager
Roger A. Perez
(513) 879-2105

NORTH CENTRAL AREA
Building 64
Offutt AFB, NE 68113
General Manager
Dennis Daniel
(402) 291-9504

ROCKY MOUNTAIN AREA
Building 1817
Fort Carson, CO 80913
General Manager
Michael R. Cunningham
(303) 576-6697

Southeast Exchange Region
Army & Air Force Exchange Service
1280 Kershaw Street
Montgomery, AL 36196
(205) 264-7301

Office of the Chief

Chief
Paul Fromm
(205) 264-7301

Deputy Chief
Roger Dicks
(205) 264-7301/x200/x201

Chief, Finance & Accounting Branch
Graham Backman
(205) 264-7301/x235

Assistant Chief, Finance & Accounting Branch
(205) 264-7301/x282

Merchandising Branch

Chief
Robert Cook
(205) 264-7301/x341

Assistant Chief
Marilyn Ramseyer
(205) 264-7301/x339

Sales Information Specialist (Sales Planning)
Terry Blakely
(205) 264-7301/x221/222

Buyer
Cheryl Grubb
(205) 264-7301/x228
Tobacco, equipment

Buyer
Cheryl Grubb
(205) 264-7301/x363
Candy, expense, food

Buyer
Cheryl Grubb
(205) 264-7301/x206
Toiletries, stationery

Buyer
Lee Small
(205) 264-7301/x237
Clothing & military

Buyer
Lee Small
(205) 264-7301/x309
Sewing, linens & domestics

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Beau Hummel
(205) 264-7301/x271
Housewares, hardware, automotive

Buyer
Beau Hummel
(205) 264-7301/x330/x332
Photo/electronics

Buyer
Beau Hummel
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APO Miami 34009
General Manager
Ralph Carreon
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Building 505
Fort Gillem, GA 30051

Mail:
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Forest Park, GA 30051
(404) 363-5000

Office of the Chief

Chief
Rosalie LaFleur
(404) 363-5902

Deputy Chief
Thompson Foy
(404) 363-5902

Chief, Inventory Control Branch
Frederick Sidler
(404) 363-5906

Contracting Section
Wade Raczynski
(404) 363-5932

Chief, Finance & Accounting Branch
Paul Dumas
(404) 363-5787

Chief, Transportation Branch
James McCoy
(404) 363-5733

Chief, Distribution Planning Branch
Douglas Campbell
(404) 363-5512

Chief, Special Distribution Activity
Robert Patrick
(404) 363-5764

AAFES-Europe

Mailing Address:
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AAFES-Europe
APO New York 09245

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Tegernsee Landstr. 210
8000 Munich 90
West Germany
Commercial Telephone:
Munich 089-6220 (+ extension)

Commander
BG Eugene B. Leedy, USA
x201

Deputy Commander
Col Donald E. Gilbert, USAF
x203

Assistant to the Commander
Donald E. Pontius
x205

Chief of Staff
Col Joseph W. Fischer, USAF
x208

Executive Officer
Capt Janice G. Long, USAF
x255

Senior Enlisted Advisor
SGM Larry E. Rogers, USA
x290

Quality Assurance Office

Chief
Richard Ziegler
x286

Quality Assurance Specialist—Technical
Betty Price
x286

Quality Assurance Specialist—Inspection
Joel Kelso
x286

Food Branch
Chief
Position Vacant
x747

Burger King Operations
Gary Bedell
x749

School Feeding Specialist
Horst Holthausen
x776

Food Specialist
Joseph Divecchio
x778

Food Specialist (Burger King)
Hans Hacker
x750

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Chief
Anthony Scanapico
x442

Operations Specialist
Per Jensen
x450

Booking Specialist
Paul Pitcher
x460

Operations Specialist
Karen Hanlin
x450

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Franklin Sites
x396

Personal Services Specialist
Paul Westbrook
x397

Personal Services Specialist
Gary Jones
x399

Vending Branch
Chief
David Mason
x752/x753

Vending Services Specialist
Dennis Keating
x752/x753

Vending Services Specialist
Karl Prager
x754

Procurement Division

Director
LTC Jeffrey Van Hook, USA
x653

Deputy Director
Jimmy Boyette
x656

Policy & Procedures Branch
Chief
Charles Lamoreaux
x655

Procurement Analyst
Jeanne Crispo
x655

Contract Specialist
Larry Bilby
x655

Contracting Branch
Contract Specialist
Richard Erickson
x472

Contract Specialist
Wilhelm Plapper
x474

Contract Specialist
Eric Strahl
x409

Contract Specialist
Ida Bezenar
x494

Merchandising Division

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x401

Merchandise Management—Unit A
Supervisory Merchandise Manager
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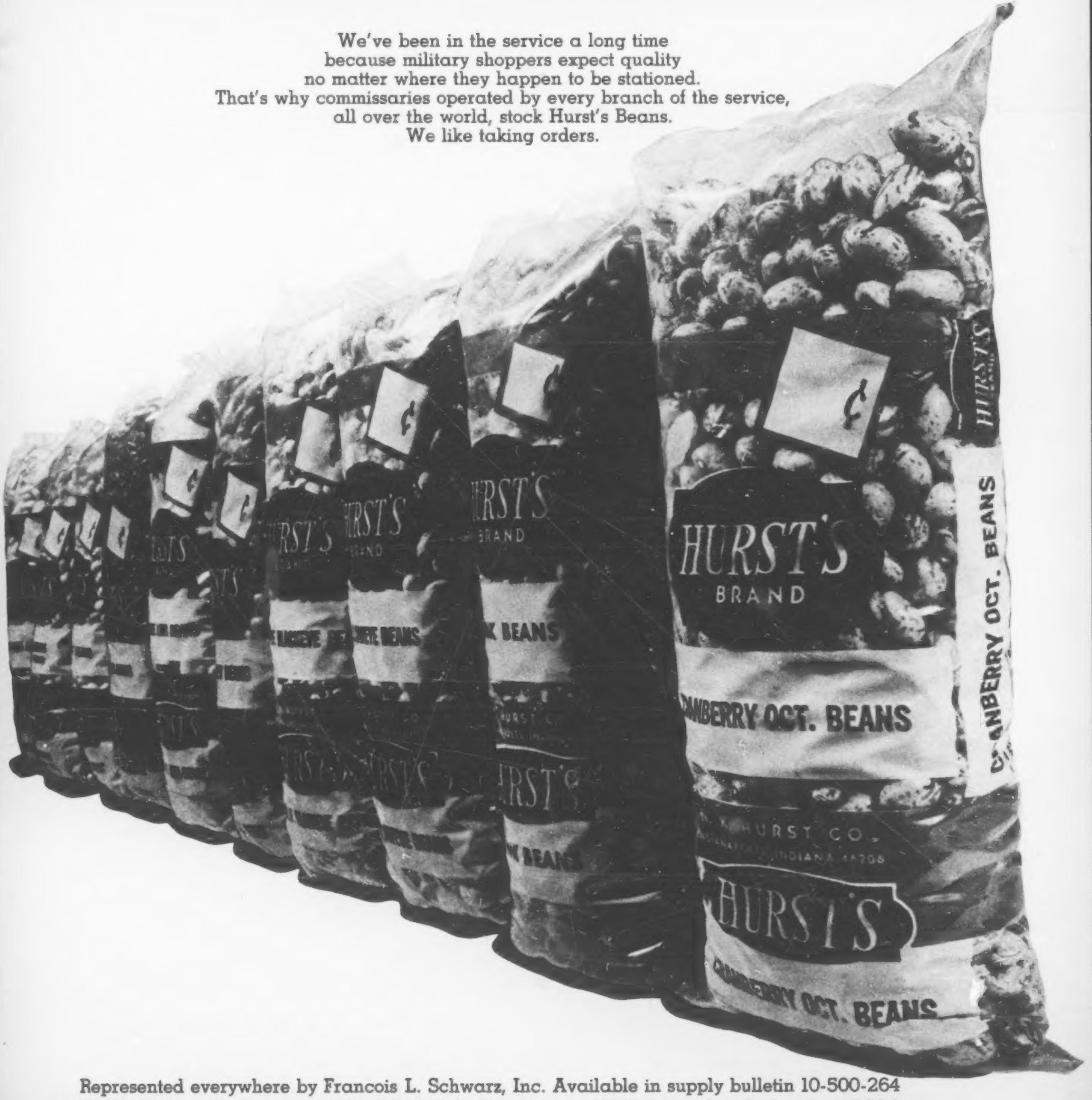
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Don Sydlik
Tobacco, retail food, beverages
x483

Merchandise Manager
Dean Weller
Health & Beauty Aids, Stationery
x475

Merchandise Manager
Charles McDonald
Electronics
x445

Merchandise Manager
Laura Bessom
Toys, hobbies, photography
x448

Procurement Branch
Senior Buyer
Glenn Stotz
x488

Buyer
Robert Nevins
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x489

Buyer
John Omdahl
Jewelry, clocks, clothing, stationery, cosmetics
x420

Buyer
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Giftware, appliances, electronics, furniture
x487

Military Clothing Branch
Chief
David Lumbley
x429

Sales Management Branch
Chief
Jim Brown
x723

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Chief
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x404

Sports Shop
Associate Buyer (Softlines)
Ray Downs
x491

Associate Buyer (Hardlines)
Kristina Kalmar
x491

Services Division

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Col George W. Goetz, USAF
x726

Deputy Director
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x728

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John Mazzarino
x762

Chief, Automotive Technical Assistance & Training Facility
Manfred Mandel
x768

Chief, Automotive Merchandising
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x520

Public Affairs Office

Chief, Information Service
MAJ Pete M. Ryan, USA
x280

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Honolulu, HI 96814
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Commander
Col John E. Emmons, USAF
(808) 533-8212

Director, Operations Division
Rodney Pollard
(808) 533-8215

Chief, Distribution Branch
Jack Allen
(808) 533-8378

HAWAII AREA
919 Ala Moana Boulevard
Honolulu, HI 96814
General Manager
Robert Malinowski
(808) 533-8393

OKINAWA AREA
APO San Francisco 96344
Location:
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Camp Lester
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General Manager
Clifton G. Seay
Commercial Telephone:
Okinawa City 25111
(Ask for 634-0073)

JAPAN AREA
APO San Francisco 96328
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Leo Gota
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AAFES Exchange Coupon Redemptions--FY84

CONUS

CONUS Region	Number	% of CONUS	% of Worldwide	$ Value	% of CONUS	% of Worldwide
Alamo	500,236	13.4	11.8	249,218	14.2	12.6
Southeast	966,238	25.9	22.8	350,968	20.1	17.8
Capitol	946,262	25.3	22.3	496,636	28.4	25.0
Golden Gate	479,573	12.8	11.3	212,270	12.1	10.6
Ohio Valley	842,106	22.6	19.9	440,942	25.2	22.2
CONUS Totals	**3,734,415**	**100.0%**	**88.1%**	**$1,750,034**	**100.0%**	**88.2%**

Overseas

Overseas Region	Number	% of Overseas	% of Worldwide	$ Value	% of Overseas	% of Worldwide
Europe	256,059	50.9	6.1	137,640	58.3	6.9
Pacific	247,364	49.1	5.9	98,332	41.7	4.9
Overseas Totals	**503,423**	**100.0%**	**11.9%**	**$235,972**	**100.0%**	**11.8%**
Worldwide Totals	**4,237,838**			**$1,986,006**		

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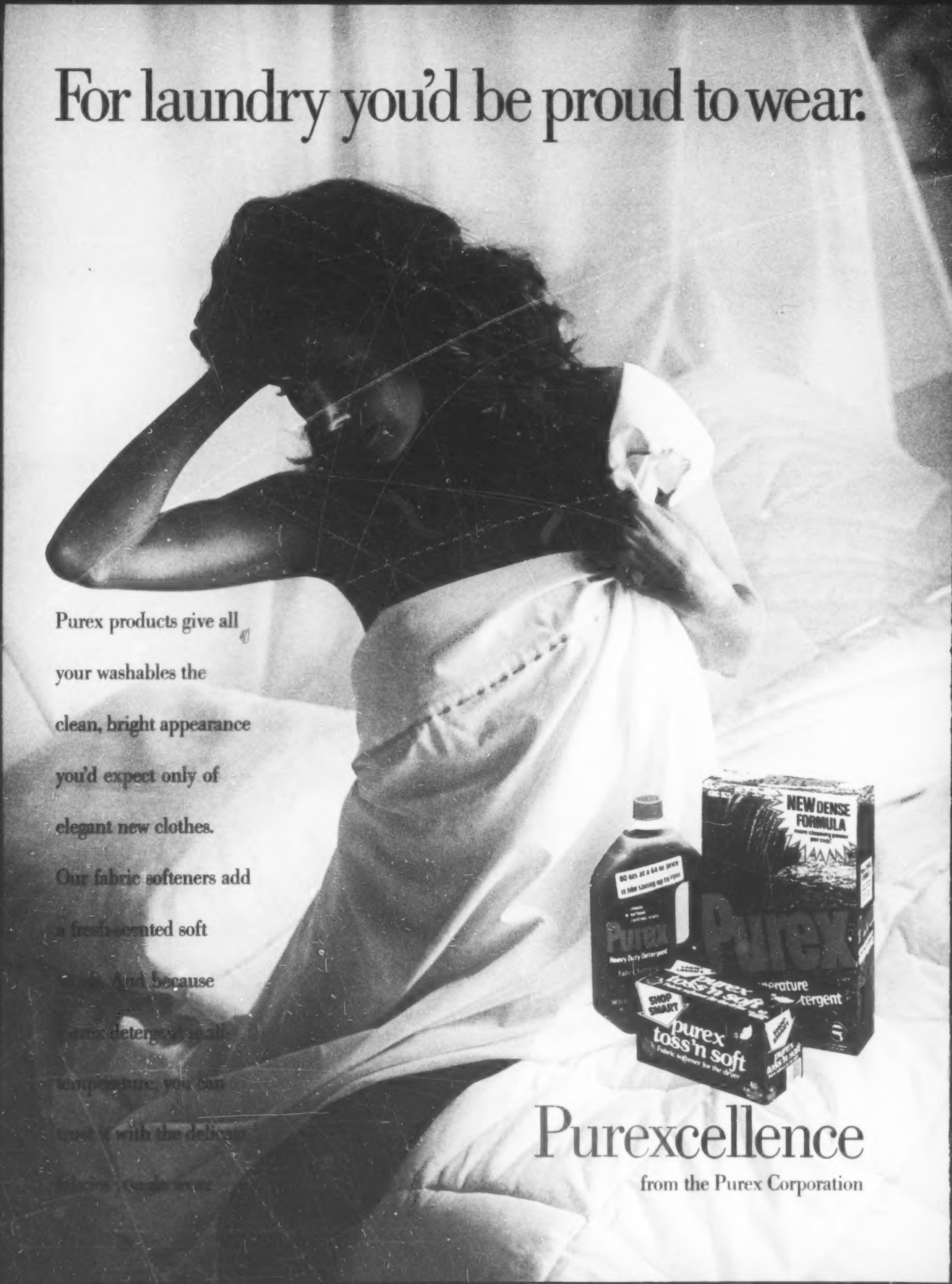
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from the Purex Corporation

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I was surprised at how much more I got than I bargained for. Beautiful, healthy looking, shiny hair.

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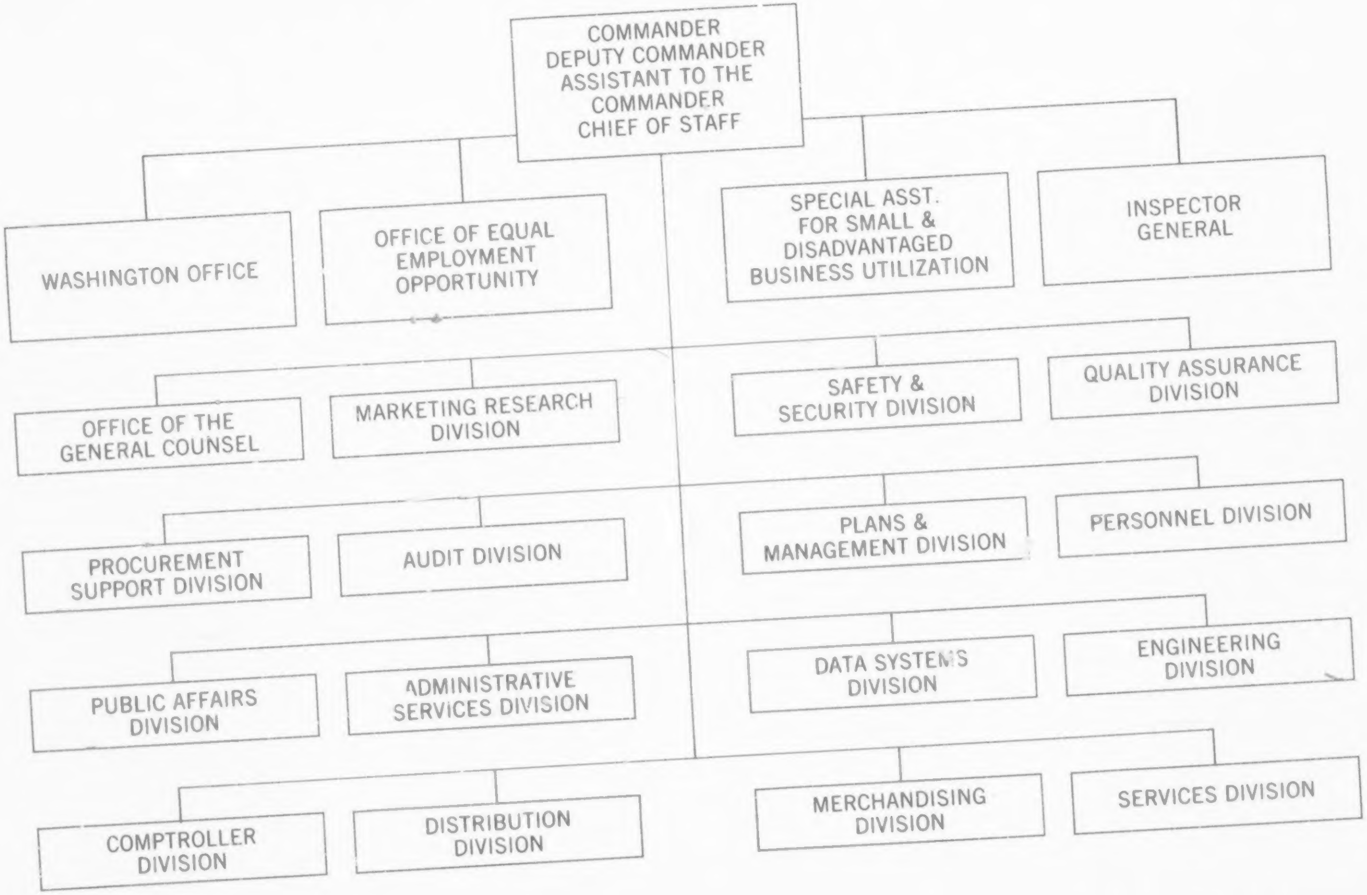
AAFES
CLASSIFICATION OF SALES BY RETAIL DEPARTMENT
Averages for CONUS Main Stores
FY 1984
($ in Thousands)

	"A" Stores Monthly Averages			"B" Stores Monthly Averages			"C" Stores Monthly Averages			"D" Stores Monthly Averages		
Department/Code	$ Sales	Sales Per S/F	$ GP Per S/F	$ Sales	Sales Per S/F	$ GP Per S/F	$ Sales	Sales Per S/F	GP Per S/F	$ Sales	Sales Per S/F	GP Per S/F
Automotive/01	12,615	30.62	7.78	9,385	39.77	16.18	6,335	37.05	17.06	2,786	23.02	7.29
Tobacco Products/10	28,925	149.10	35.47	20,982	114.03	28.06	14,982	94.82	22.19	20,253	185.81	38.06
Food & Candy/20	26,365	35.53	6.18	20,621	34.54	6.37	17,017	34.73	5.84	11,420	23.99	3.75
Beer & Sodas/23	24,453	66.81	12.95	6,990	44.24	2.56	9,683	32.94	5.48	9,967	61.52	5.74
Toiletries/30	86,140	72.45	13.14	54,487	53.63	10.50	35,413	47.47	9.93	13,681	34.72	7.62
Cosmetics & Fragrances/34	51,650	78.73	11.27	39,065	72.48	11.01	19,966	52.40	5.75	6,138	29.09	3.99
Military Wear/40	0	.00	.00	0	.00	.00	3,974	4.87	.92	2,238	17.90	3.40
Watches & Jewelry/50	66,895	92.52	20.32	46,329	60.32	14.37	23,534	42.10	9.21	8,579	33.51	7.78
Stationery/60	77,956	53.07	12.37	56,276	37.62	8.21	35,101	33.88	7.64	12,571	24.99	5.92
Mens Outerwear/70	123,108	38.20	8.39	85,512	31.60	7.35	42,442	23.66	4.64	15,574	18.54	4.12
Womens Outerwear/72	121,995	34.36	6.33	75,877	26.34	4.74	41,625	21.22	3.57	13,637	16.57	3.14
Boys Wear/74	23,482	20.47	3.37	19,208	17.90	3.75	10,670	13.66	2.72	3,713	11.08	2.65
Girls Wear/75	19,020	17.50	1.95	13,413	14.72	1.92	7,455	11.06	1.18	2,567	8.39	1.02
Infants Wear/76	24,765	31.91	4.72	17,566	19.47	3.00	10,990	17.42	2.37	3,703	12.99	1.79
Footwear/77	62,761	50.98	8.24	42,587	48.07	8.64	22,523	32.64	5.66	6,539	22.32	3.56
Linens & Domestics/78	36,010	24.90	5.33	25,416	22.51	5.36	13,057	16.36	3.28	4,896	14.07	3.63
Yardage & Sewing Notions/79	17,027	14.13	4.09	12,013	11.61	2.97	8,166	10.86	3.08	2,604	7.17	2.00
Kitchenware/80	35,738	25.71	5.23	27,949	23.51	5.09	15,674	17.43	3.39	4,950	9.41	1.91
Household Novelties/82	25,855	28.63	9.74	16,775	23.17	8.04	8,350	18.07	4.57	2,868	14.48	4.17
Cleaning Supplies/83	78,011	38.04	6.24	49,813	32.92	5.56	33,908	27.57	4.36	12,393	22.01	3.90
Hardware/87	41,098	33.25	11.89	26,380	22.59	8.58	17,382	18.73	7.34	5,265	14.35	4.79
Luggage/88	14,932	33.56	9.85	10,929	24.84	6.79	4,266	19.57	5.04	1,727	16.61	4.38
Outdoor Living/89	45,914	16.27	4.11	22,549	11.46	2.30	16,177	10.10	2.30	6,255	7.21	1.90
Sporting Goods/91	30,123	23.26	4.70	21,885	19.59	4.34	13,889	14.87	2.72	4,539	15.23	3.04
Photo & Optical/92	50,598	105.41	15.29	40,967	120.85	18.32	24,836	96.64	16.00	8,820	69.45	11.82
Toys & Games/95	26,948	20.84	2.70	18,596	26.45	5.13	14,696	27.11	2.57	5,963	19.75	1.97
Electronics/97	94,401	110.80	5.62	63,247	83.11	4.12	36,578	64.85	3.30	13,823	61.16	6.77
Records & Tapes/98	18,793	38.59	11.24	13,919	29.36	8.29	7,214	24.71	7.17	3,055	21.51	6.31
Average Sales/SF	$ 46,873	$ 38.74	$ 9.20	$31,805	$ 31.90	$ 7.84	$18,425	$ 24.97	$ 6.05	$ 7,519	$ 21.79	$ 5.59
Average Square Feet		1,210			997			738			345	

HEADQUARTERS
ARMY AND AIR FORCE EXCHANGE SERVICE


COMMANDER
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ASSISTANT TO THE COMMANDER
CHIEF OF STAFF
WASHINGTON OFFICE
OFFICE OF EQUAL EMPLOYMENT OPPORTUNITY
SPECIAL ASST. FOR SMALL & DISADVANTAGED BUSINESS UTILIZATION
INSPECTOR GENERAL
OFFICE OF THE GENERAL COUNSEL
MARKETING RESEARCH DIVISION
SAFETY & SECURITY DIVISION
QUALITY ASSURANCE DIVISION
PROCUREMENT SUPPORT DIVISION
AUDIT DIVISION
PLANS & MANAGEMENT DIVISION
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ADMINISTRATIVE SERVICES DIVISION
DATA SYSTEMS DIVISION
ENGINEERING DIVISION
COMPTROLLER DIVISION
DISTRIBUTION DIVISION
MERCHANDISING DIVISION
SERVICES DIVISION

AAFES
SALES BY RETAIL DEPARTMENTS
FY 1981–1984
($ in Thousands)

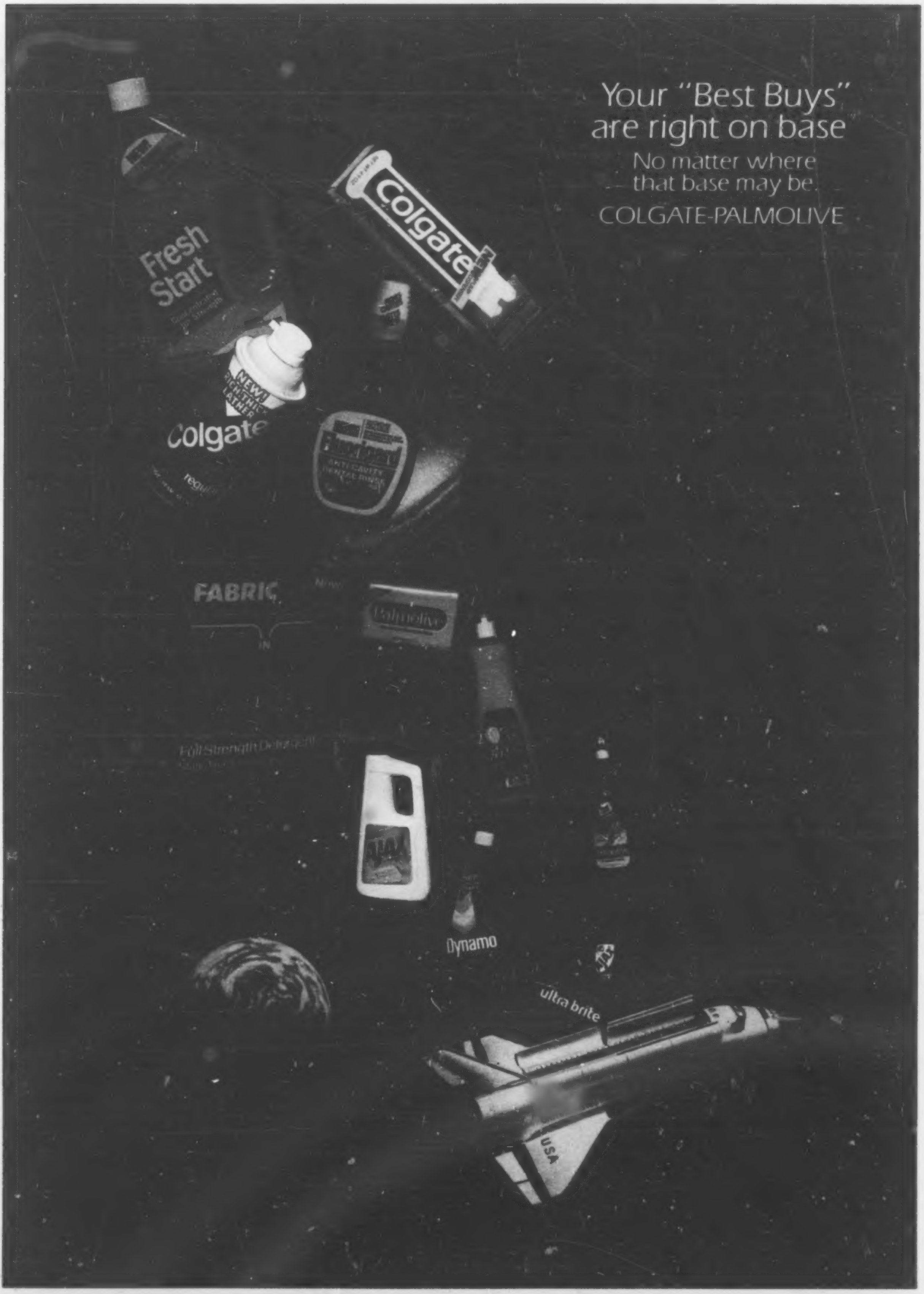
Department	Dept. Code	FY 81	% of Total	FY 82	% of Total	FY 83	% of Total	FY 84	% of Total
Automotive	01	$ 92,938	3.1	$ 98,711	3.0	$ 99,467	2.9	$ 99,641	2.8
Beer & Sodas	23	(new dept.—FY 82)		101,865	3.1	148,260	4.3	183,602	5.2
Boyswear	74	36,137	1.2	38,460	1.1	39,558	1.2	42,977	1.2
Cleaning Supplies	83	39,935	1.3	47,412	1.4	49,699	1.4	48,782	1.4
Cosmetics & Fragrances	34	(new dept.— FY 82)		62,683	1.9	69,106	2.0	78,855	2.2
Dinnerware & Flatware	80	21,034	.7	22,802	.7	21,324	.6	21,170	.6
DPSC Merchandise	19	73,750	2.5	177,541	5.3	162,882	4.7	159,314	4.5
Food & Juices	20	385,089	12.9	298,145	8.9	261,232	7.6	238,117	6.8
Footwear	77	93,542	3.1	107,625	3.2	117,345	3.4	119,803	3.4
Furniture & Rugs	86	39,422	1.3	45,567	1.4	50,460	1.5	52,002	1.5
Giftware	82	41,367	1.4	46,243	1.4	48,446	1.4	51,333	1.5
Girlswear	75	28,031	.9	31,964	1.0	32,619	.9	32,806	.9
Hardware	87	61,973	2.1	64,122	1.9	66,845	1.9	66,252	1.9
HABAs & Sunglasses	30	233,635	7.9	193,650	5.8	201,687	5.9	200,474	5.7
Hobbies	94	3,351	.1	(dept. phased out effective FYE 1981)					
Home Entertainment	97	359,955	12.1	438,322	13.2	471,367	13.7	475,045	13.5
Infants' & Toddlers' Wear	76	38,901	1.3	43,278	1.3	46,696	1.4	48,445	1.4
Jewelry, Clocks & Small Leather Goods	50	90,748	3.0	53,924	1.6	46,377	1.3	48,573	1.4
Jewelry–Precious & Semi-Precious	56	(new dept.—FY 82)		29,828	.9	36,040	1.1	42,979	1.2
Kitchenware	81	41,967	1.4	45,427	1.4	47,809	1.4	47,562	1.4
Linens & Domestics	78	66,545	2.2	65,644	2.0	63,839	1.9	66,888	1.9
Luggage	88	25,812	.9	27,399	.8	27,991	.8	28,258	.8
Men's Furnishings	71	122,089	4.1	130,392	3.9	138,807	4.0	144,743	4.1
Men's Outerwear	70	71,193	2.4	77,718	2.3	79,635	2.3	82,937	2.4
Military Wear	40	47,528	1.6	56,636	1.7	58,167	1.7	59,690	1.7
Outdoor Living	89	54,956	1.8	58,688	1.8	63,493	1.8	66,396	1.9
Photo Finishing	92	(new dept.—FY 82)		14,637	.4	18,326	.5	19,245	.6
Photography & Optical	93	134,955	4.5	121,777	3.7	114,386	3.3	110,967	3.2
Recorded Sound & Video	98	59,564	2.0	65,688	2.0	65,161	1.9	64,501	1.8
Sporting Goods & Camping Supplies	91	58,116	2.0	57,038	1.7	55,993	1.6	56,974	1.6
Stationery	60	142,126	4.8	153,813	4.6	163,546	4.7	166,119	4.7
Tobacco Products & Smoking Accessories	10	130,501	4.4	135,164	4.1	139,967	4.1	136,264	3.9
Toys, Games & Bicycles	95	52,593	1.8	63,319	1.9	70,547	2.1	78,509	2.2
Traffic & Major Appliances	85	107,625	3.6	107,369	3.2	113,261	3.3	116,298	3.3
Watches	51	25,124	.8	35,274	1.1	35,875	1.0	35,809	1.0
Women's Furnishings	73	68,414	2.3	73,477	2.2	78,872	2.3	79,983	2.3
Women's Outerwear	72	89,489	3.0	102,191	3.1	106,843	3.1	112,362	3.2
Wrapping & Packing Supplies	84	2,707	.1	(dept. phased out effective FYE 1981)					
Yardage & Sewing Notions	79	34,736	1.2	35,185	1.0	34,043	1.0	31,093	.9
Total		**$2,985,848**	**100.0%**	**$3,328,978**	**100.0%**	**$3,445,880**	**100.0%**	**$3,514,768**	**100.0%**

Sales data are worldwide and include mail order catalog sales. Vending, concession and related services sales are excluded.

Note: The "Dept. Code" column is provided for reference only; AAFES frequently uses these references in "Notices to the Trade," selected reports and other information disseminated to industry suppliers and others researching sales, performance, operating or merchandising data.

HQ AAFES
1986 SALES PROMOTION CALENDAR

Promotion Week	Promotion Theme	1986 Event Dates
1	Dollar Day Sale	January 1–5
2	Sale	January 8–12
3	AAFES Day Sale	January 15–19
4	Sale	January 22–26
5	Sale	January 29–February 2
6	Show Your Love Sale	February 5–9
7	By George, A Sale	February 12–17
8	Sale	February 19–23
9	Outdoor Living Sale	February 26–March 2
10	Sale	March 5–9
11	Saving of the Green Sale	March 12–16
12	Sale	March 19–23
13	Easter Sale	March 26–30
14	Do-It-Yourself Sale	April 2–6
15	Sale	April 9–13
16	Home Entertainment Sale	April 16–20
17	Spring Sweep Sale	April 23–27
18	Class of 86 Sale	April 30–May 4
19	Mom's Day Sale	May 7–11
20	Armed Forces Day Sale	May 14–18
21	Memorial Day Sale	May 21–26
22	Dollar Day Sale	May 28–June 1
23	Sale	June 4–8
24	Dad's Day Sale	June 11–15
25	Summer Value Sale	June 19–23
26	Sale	June 26–30
27	Enjoy the 4th Sale	July 3–7
28	AAFES Anniversary Sale	July 10–16
29	Mid-Summer Sale	July 17–21
30	Sale	July 24–28
31	Back-to-School Sale	July 31–August 4
32	Sale	August 7–11
33	End of Summer Sale	August 14–18
34	Sale	August 21–25
35	Labor Day Sale	August 28–September 2
36	Home Improvement Sale	September 4–8
37	Toyland Sale	September 11–15
38	Housewares Sale	September 18–22
39	Sale	September 25–29
40	AAFES Supersale	October 1–8
41	Columbus Day Sale	October 9–14
42	Photo Sale	October 16–20
43	Homemaker Fair Sale	October 23–27
44	Sale	October 30–November 3
45	Salute to Veterans	November 6–11
46	Electronics Sale	November 13–17
47	Thanksgiving Sale	November 20–24
48	Christmas Present Sale	November 29–December 3
49	AAFES Is Christmas Sale	December 4–8
50	Christmas Sale	December 11–14
51	Christmas Sale	December 18–24
52	White Sale	December 26–29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Colgate
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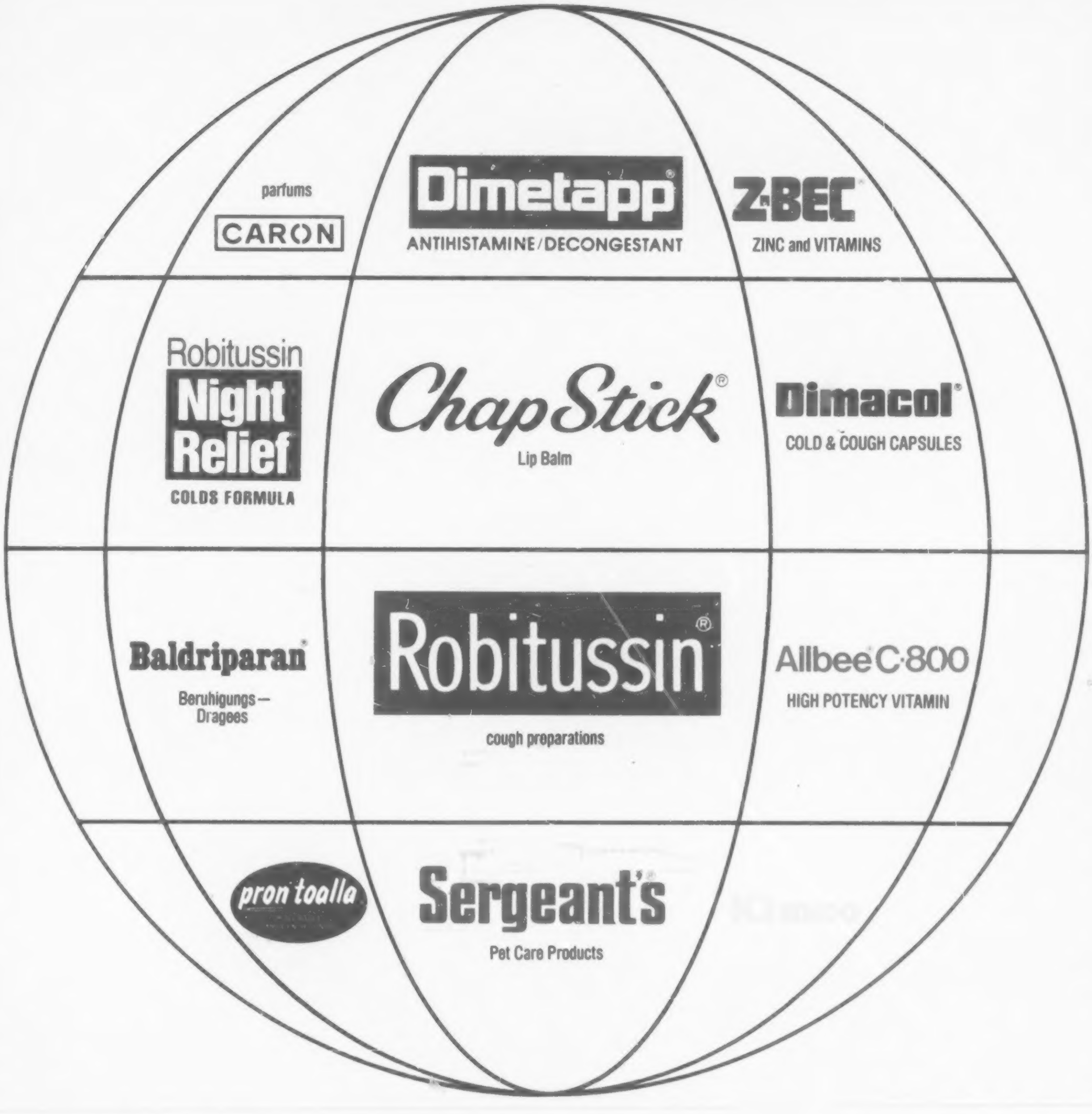
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Dimetapp
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Z-BEC
ZINC and VITAMINS
Robitussin
Night Relief
COLDS FORMULA
ChapStick
Lip Balm
Dimacol
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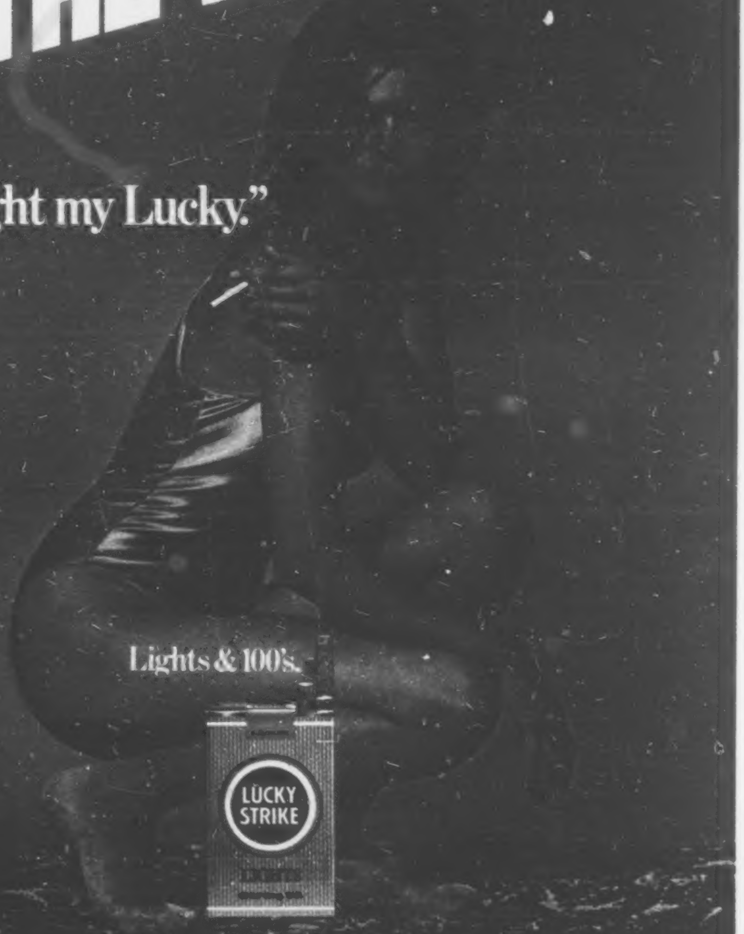

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DEFENSE LOGISTICS AGENCY (DLA)

Cameron Station
Alexandria, VA 22304
Phone: (202) 274-6000
Director: LTG Donald M. Babers, USA

LTG Babers

Brig. Gen. Litke

Headquarters Personnel

Director
LTG Donald M. Babers, USA
(202) 274-6111

Deputy Director
Brig. Gen. Donald P. Litke, USAF
(202) 274-6113

Deputy Director, Acquisition Management
Position Vacant
(202) 274-7091

Chief of Staff
BG C. C. Adsit, USA
(202) 274-6115

Office of Public Affairs
Staff Director
John A. Goldsmith
(202) 274-6135

Office of Congressional Affairs
Staff Director
G. C. Flessate
(202) 274-6133

Office of Policy & Plans
Assistant Director
Roger C. Roy
(202) 274-6271

Office of Telecommunications & Information Systems
Assistant Director
T. J. Knapp
(202) 274-6211

Chief, AIS Development & Control Division
Bobby L. Parsons
(202) 274-6315

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Comptroller
W. J. Cassell

Office of General Counsel
General Counsel
K. W. Kabeiseman
(202) 274-6156

Office of Contracting Integrity
Staff Director
W. H. Carroll
(202) 274-6052

Office of Command Security
Command Security Officer
COL J. P. Hoden, USAF
(202) 274-6066

Office of Installation Services & Environmental Protection
Staff Director
COL M. I. Kovel, USA
(202) 274-6355

Office of Administration
Staff Director
Col George A. White, USAF
(202) 274-6003

Office of Military Personnel
Staff Director
COL Bernard F. Meisel, Jr., USA
(202) 274-6137

Office of Civilian Personnel
Staff Director
A. W. Hudson
(202) 274-6025

Office of Small & Disadvantaged Business Utilization
Staff Director
R. W. Dellas
(202) 274-6471

Directorate of Supply Operations
Executive Director
COMO James E. Eckelberger, SC, USN
(202) 274-6101

Directorate of Contracting
Executive Director
R. F. Chiesa
(202) 274-6401

Directorate of Technical & Logistics Services
Executive Director
R. G. Bruner
(202) 274-6771

Directorate of Contract Management
Executive Director
W. V. Gordon
(202) 274-7093

Directorate of Quality Assurance
Executive Director
Maj Gen J. P. Morgan, USAF
(202) 274-7754

DLA Systems Automation Center
Systems Analyst
Bud Lyons
(215) 952-4313

DLA's Mission And Purpose

The DLA mission is to enhance readiness and sustainability of the military services; contribute to operating efficiency of the Defense Department; and to provide effective and economical support for assigned items of supply, contracting and contract administration services and technical and logistics services.

Established in 1961, the Defense Logistics Agency provides support from the predesign stage to the time items and supplies leave the military system . . . beginning with dissemination of research and cataloging data, extending through the administration of defense contracts and quality certification for material coming off the production lines and concluding with the reutilization or marketing of government property which is obsolete, worn out or no longer needed.

Headquartered at Cameron Station in Alexandria, Virginia, DLA carries out its worldwide logistics mission with 51,500 civilian and military personnel. Facilities located throughout the continental United States, Alaska, Hawaii, Puerto Rico and Canada, range from large procurement centers, depots and regional offices to in-plant residencies, property reutilization offices and customer assistance activities.

DLA's overseas facilities are located throughout Europe, the Pacific and the Caribbean, providing fuel, subsistence, spare parts and property reutilization.

To effectively operate such a diverse organization, DLA works primarily through its 26 field activities.

Through its six supply centers, over 2.4 million consumable items—everything from nuts and bolts, clothing and medicine, to fuel and microelectronics—are managed for all of the Armed Services. These centers, also, forecast combined requirements for the services, manage inventory, award contracts and pay contractors.

Each year, DLA buys more than $15 billion worth of consumable items through the centers located in Ohio, Pennsylvania and Virginia. The items they manage account for 54 percent of all national stock numbers (NSNs) and 65 percent of all consumable items or repair parts in the Defense Department inventory.

Personnel at the centers process over 29 million requisitions annually and initiate over 5,000 contract actions each workday.

Rapidly growing in importance is the Weapon Systems Support Program. DLA helps plan and then purchases over 469,000 items and components for more than 507 major weapon systems.

These systems range from the Navy's Poseidon submarine and the Army's Cobra helicopter to the Air Force's B-18 bomber. More than one-third of these requisitions are high priority, with material on its way to the customer within three days after DLA receives the order.

Through the Defense Fuel Supply Center at Cameron Station, DLA procures and manages all government-used petroleum products. Last year, the agency paid $6.5 billion for 182.6 million barrels of bulk fuel and purchased 1.8 million tons of coal for over $100 million.

Additionally, DLA procures crude oil for the Department of Energy in support of the Strategic Petroleum Reserve. Last year, this amounted to 55.3 million barrels for a total of $1.61 billion.

The essential link in this supply chain is some 20,000 U.S. manufacturers and suppliers who contract with DLA and other DoD elements to provide needed material and services. About half of DLA's contracts go to small businesses, which provide the agency with more than $6 billion worth of goods and services annually. More than 80 percent of these contract dollars are awarded competitively to the lowest bidder.

Some 400,000 military customers depend on DLA, which ships more than 17 million items each year through a worldwide complex of depots, storage facilities and fuel terminals. Last year, these activities maintained a supply availability rate of over 91 percent.

The agency operates six of its own major supply depots. Thirty-six military depots also stock and distribute commodities owned by DLA.

In addition, DLA uses 35 strategically located fuel terminals—owned by the military and operated by private contractors—to supply U.S. military units around the world. Food is managed through a network of subsistence regions, offices and DLA and military storage facilities in the United States, Europe and the Pacific.

Contract administration, with particular emphasis on quality assurance, is another part of DLA's multi-faceted mission. Over one-third of DLA's people work in this area at nine regional offices, 37 management areas and full-time in 38 contractor's plants.

DLA administers contracts on behalf of defense acquisition offices, other federal agencies and, in specially authorized cases, foreign governments. The primary elements of this mission are to assure contractor compliance with terms of the contract, accept products on behalf of the government and to pay the contractor.

Before a contract is awarded, pre-award surveys are performed to determine the contractor's capability to carry out the contract and a cost evaluation of the proposals are made. After a contract has been awarded, it is assigned to one of the DLA's regions for administration.

Carrying out these responsibilities are nine contracting regions, 37 management areas and 38 offices in contractor's plants.

Last year, the agency administered over 332,000 prime contracts in 22,000 plants and paid contractors $41.2 billion—or $20.5 million per workhour.

Special emphasis is placed on quality—doing it right the first time.

In addition to supply support and contract administration, DLA performs varied technical and logistics services for the U.S. military and Defense agencies. This is accomplished by six service centers located in Ohio, Tennessee, Michigan and Virginia.

Responsibilities for the six service centers include: administration of the Federal Catalog System; management of the reutilization of items and material no longer needed by the original user; management of the active and inactive DoD inventory of industrial plant equipment in government and commercial facilities and maintenance of the technical research data for use by the military services, Federal agencies and DoD contractors.

The two additional service centers develop and maintain automated information systems used throughout DLA and the military services and provide general administrative support to all DLA activities.

The Defense Logistics Agency is headed by a three-star military officer, supported by two deputies. Positions rotate throughout the services. As an agency of DoD, DLA operates under the direction of the Assistant Secretary of Defense for Acquisition and Logistics and works closely with the chiefs of each of the military services, as well as the Joint Chiefs of Staff.

The Defense Logistics Agency, dynamic partner with the military services, seeking to provide our combat forces with the items and services essential to protecting our nation's military readiness.

DLA Primary Level Field Activities

Depots

Defense Depot **Mechanicsburg**
5450 Carlisle Pike
P.O. Box 2030
Mechanicsburg, PA 17055-2030
(717) 790-2324

Commander
COL Bill G. Belcher, USA
(717) 790-2324

Deputy Commander
Col David R. Moore, USAF

Comptroller
F. W. Marlowe

Public Affairs Officer
James J. Williams

Director, Office of Telecommunications & Information Systems
LTC Theodore L. Nulle, USA

Director of Distribution
Col Donald L. Hughes, USAF

Director, Office of Installation Services
W. E. Parker

Director, Directorate of Maintenance
J. C. Neamtz

Defense Depot **Memphis**
Memphis, TN 38114-5297
(901) 775-6411

Commander
Col Corlyn J. Troyer, USAF
(901) 775-6411

Deputy Commander (Acting)
Col James A. Simmons, USAF

Comptroller
C. J. Lord

Public Affairs Officer
Curt Guenther

Director, Office of Data Systems
Lt Col S. M. Ellertson, USAF

Director of Distribution
Col James A. Simmons, USAF

Director, Installation Services
Lt Col J. W. Krosnes, USAF

Office of Civilian Personnel
E. L. Lloyd

Defense Depot **Ogden**
Ogden, UT 84407-5000
(801) 399-7743

Commander
CAPT Ray R. Sareeram, SC, USN
(801) 399-7743

Deputy Commander
COL George W. B. Glen, USA

Office of Planning & Resource Management
H. W. Christofferson

Director of Distribution
Col. John R. Kelbaugh, USMC

Public Affairs Officer
Position Vacant

Director of Installation Services
LTC Robert A. Nixon, USA

Office of Telecommunications & Information Systems
CDR Bruce Bennett, SC, USN

Office of Civilian Personnel
Frederick P. Case

Office of Comptroller
LTC(P) Jimmy D. Cox, USA

Defense Depot **Tracy**
Tracy, CA 95376
(209) 467-9001

Commander
Col. D. L. Stoner, USMC

Deputy Commander
CAPT J. H. Gahm, SC, USN

Comptroller
C. Steele

Public Affairs Officer
F. M. Greene

Director of Distribution
Col G. C. McMahon, USAF

Office of Data Systems
LTC J. R. Johnson, USA

Director of Maintenance
LTC D. Blahnik, USA

Office of Civilian Personnel
F. X. Hamel

Equal Employment Opportunity Officer
Rose Frazier

Legal Counsel
A. R. Carr

Directorate of Installation Services
LTC Corwyn Cline, USA

Defense Contract Administration Services Regions & DCAS Management Areas (DCASMAs)

DCASR Atlanta
805 Walker Street
Marietta, GA 30060-2789
(404) 429-6411

Commander
CAPT Samuel J. Ligon, SC, USN

Deputy Commander
A. R. Glover

Director, Office of Civilian Personnel
Richard Moore

Public Affairs Officer
Ray Coleman

Director, Directorate of Contract Administration
J. Robert Tarr

Director, Directorate of Systems & Financial Management
R. Murphy

Small & Disadvantaged Business Utilization Specialist
Harold Watson

Chief, Command Support Office
J. Blackwood

Director, Directorate of Quality Assurance
R. E. Palmer

Equal Employment Opportunity Officer
M. Dean

Command Security Officer
J. Creech

Director of Distribution
Col Donald L. Hughes, USAF

DCASMA Atlanta
805 Walker Street
Marietta, GA 30060-2789
(404) 429-6001
Commander
Col Furney Powell II, USAF

DCASMA Birmingham
908 South 20th Street
Birmingham, AL 35256-2307
(205) 254-1454
Commander
COL Ulysus O. Brinkley, USA

DCASMA Orlando
3555 Maguire Blvd.
Orlando, FL 32803-3726
(305) 896-6115
Commander
Col Don Jones, USA

DCASR Boston
495 Summer Street
Boston, MA 02210-2184
(617) 451-4306

Commander
Col M. F. Turcotte, USAF

Deputy Commander
Ralph G. Kabureck

Directorate of Contract Management
J. P. Galimberti

Public Affairs Officer
M. R. Carvan

Directorate of Quality Assurance
CAPT E. T. Lynch, SC, USN

Office of Comptroller
S. P. Fieldman

Small Business & Economic Utilization Specialist
E. J. Fitzgerald

Office of Policy & Plans
Wilfred A. Sevigne

Office of Civilian Personnel
J. J. Cass

Office of Counsel
S. A. Marcus

Equal Employment Opportunity Officer
E. J. Goodwin, Sr.

Command Support Office
W. Cooper

DCASMA Boston
495 Summer Street
Boston, MA 02210-2184
(617) 451-4006
Commander
CAPT William Shannon, SC, USN

DCASMA Hartford
96 Murphy Road
Hartford, CT 06114-2173
(203) 722-3223
Commander
Col D. B. Damm, USAF

DCASMA Bridgeport
181 Middle Street
Bridgeport, CT 06604-4084
(203) 579-5501
Commander
Lt Col Richard S. White, USAF

DCASMA Syracuse
U.S. Courthouse & Federal Building
100 S. Clinton St.
Syracuse, NY 13260-0015
(315) 423-5244
Commander
COL Robert B. Tinsman, USA

DCASR Chicago
O'Hare International Airport
6400 N. Mannheim Road
P.O. Box 66475
Chicago, IL 60666-0911
(312) 694-6000

Commander
COL Joseph L. George, USA

Deputy Commander
L. G. Donovan

Directorate of Contract Management
Paul McErlean

Public Affairs Officer
Oleva White

Directorate of Quality Assurance
Lyle O. Kaiser

Small & Disadvantaged Business Utilization Specialist
James L. Kieckner

Directorate of Telecommunications & Information Systems
Sadie F. Flucas

Directorate of Financial Management
Katharine K. Nikkel

DCASMA Chicago
O'Hare International Airport
6400 N. Mannheim Road
P.O. Box 66911
Chicago, IL 60666-0911
(312) 694-6040
Commander
COL R. J. Tacelosky, USA

DCASMA Indianapolis
Building No. 1
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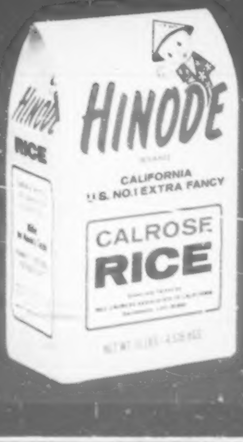

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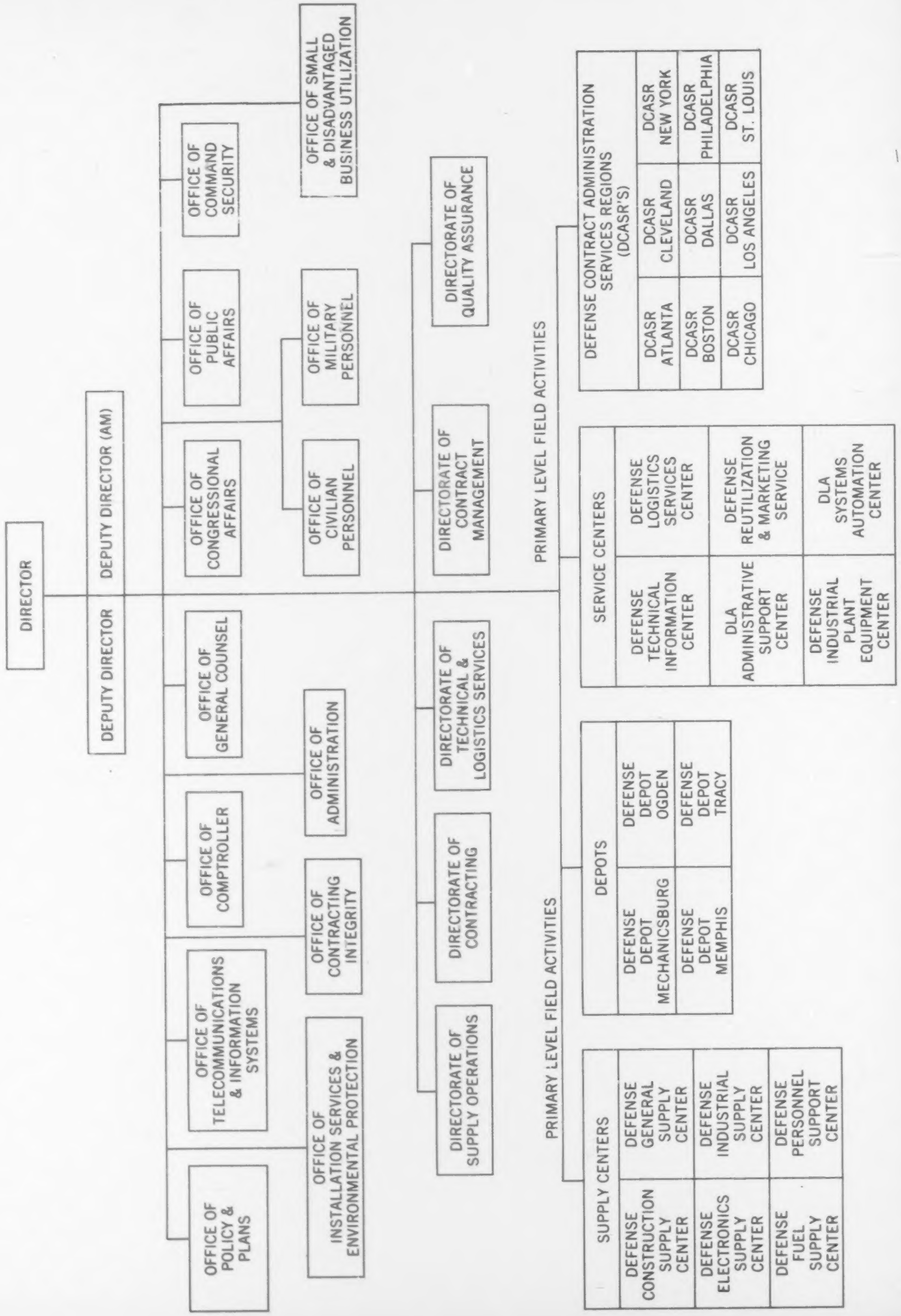
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About the DPSC

The Defense Personnel Support Center spends nearly $4 billion a year to buy food, clothing and textile items, medicines and medical supplies for the military services worldwide. It also buys for some Federal agencies and authorized foreign governments.

Support of the Military Services with quality products—price and value considered—is crucial to maintaining the morale of America's men and women in uniform.

Constantly supplying its customers with quality food, when and where it is needed, is something DPSC's Subsistence directorate takes extreme pride in accomplishing. It isn't easy, however, as it requires purchasing all kinds of food—fresh, dehydrated, frozen, and canned—for eventual use in Service dining halls and field units and for resale in military commissaries worldwide. The Services and Federal agencies serviced by DPSC develop their food needs and submit the requirements to DPSC. In addition, they may also order brand name food and grocery items directly from the vendor. All told, the Subsistence directorate either buys or manages an estimated $5 billion in food for 9 million people worldwide.

DPSC's management of food operations is decentralized through two Defense Subsistence Regions (DSRs) in Alameda, CA and Zweibruecken, Germany. The DSRs have responsibility for buying, storage, inventory management (DSR Pacific only), quality assurance and delivery to customers in their respective regional areas.

DPSC also operates 23 food buying activities—Defense Subsistence Offices—which include sites in Hawaii and England. Seventeen of those offices are under the direction of DPSC headquarters; five offices are controlled by DSR Pacific and one office by DSR Europe. These offices are responsible for buying and monitoring the storage and shipment of fresh fruit and vegetable items and less-than-carlot quantities of chill and freeze items. Full carlot quantities are generally bought by DPSC headquarters.

DPSC also manages and operates four Government-owned food storage facilities. The Defense Subsistence Storage Facility in Bayonne, NJ, handles perishable food. The other three facilities are located in the Federal Republic of Germany and are operated by DSR Europe. The Defense Subsistence Storage Facility locations at Kaiserslautern and Bremerhaven distribute perishable food; the Germersheim facility handles semiperishable product.

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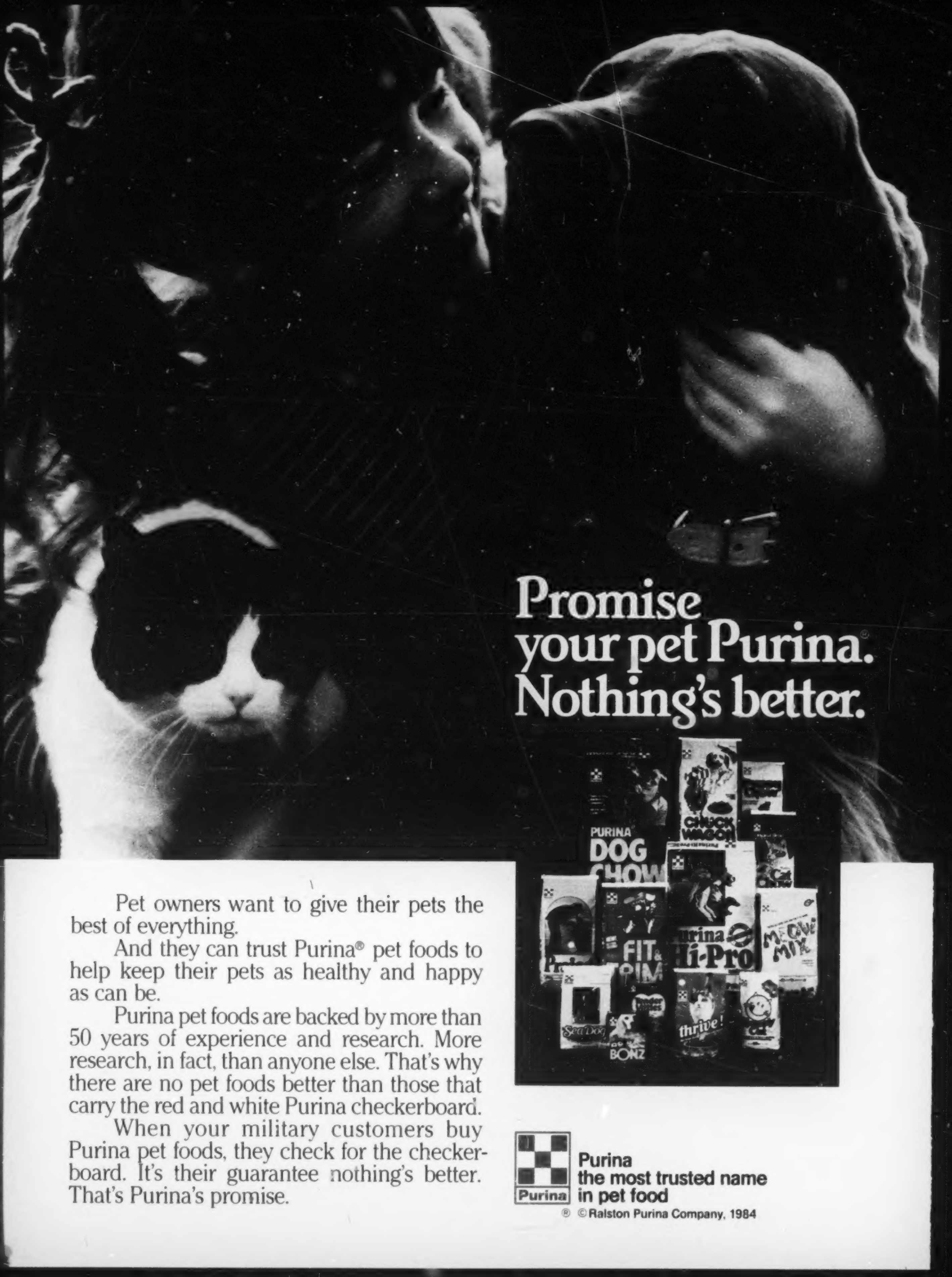

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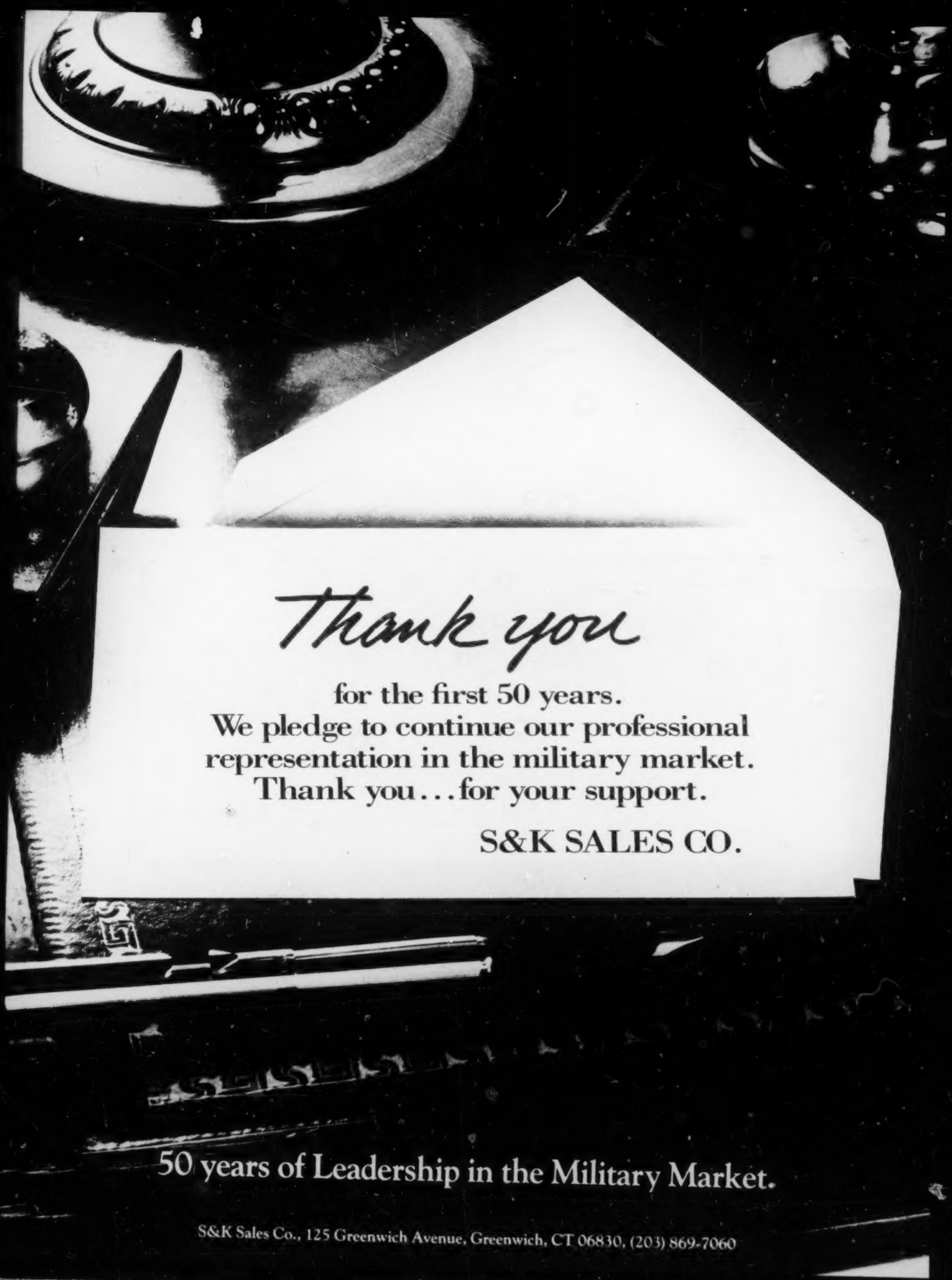

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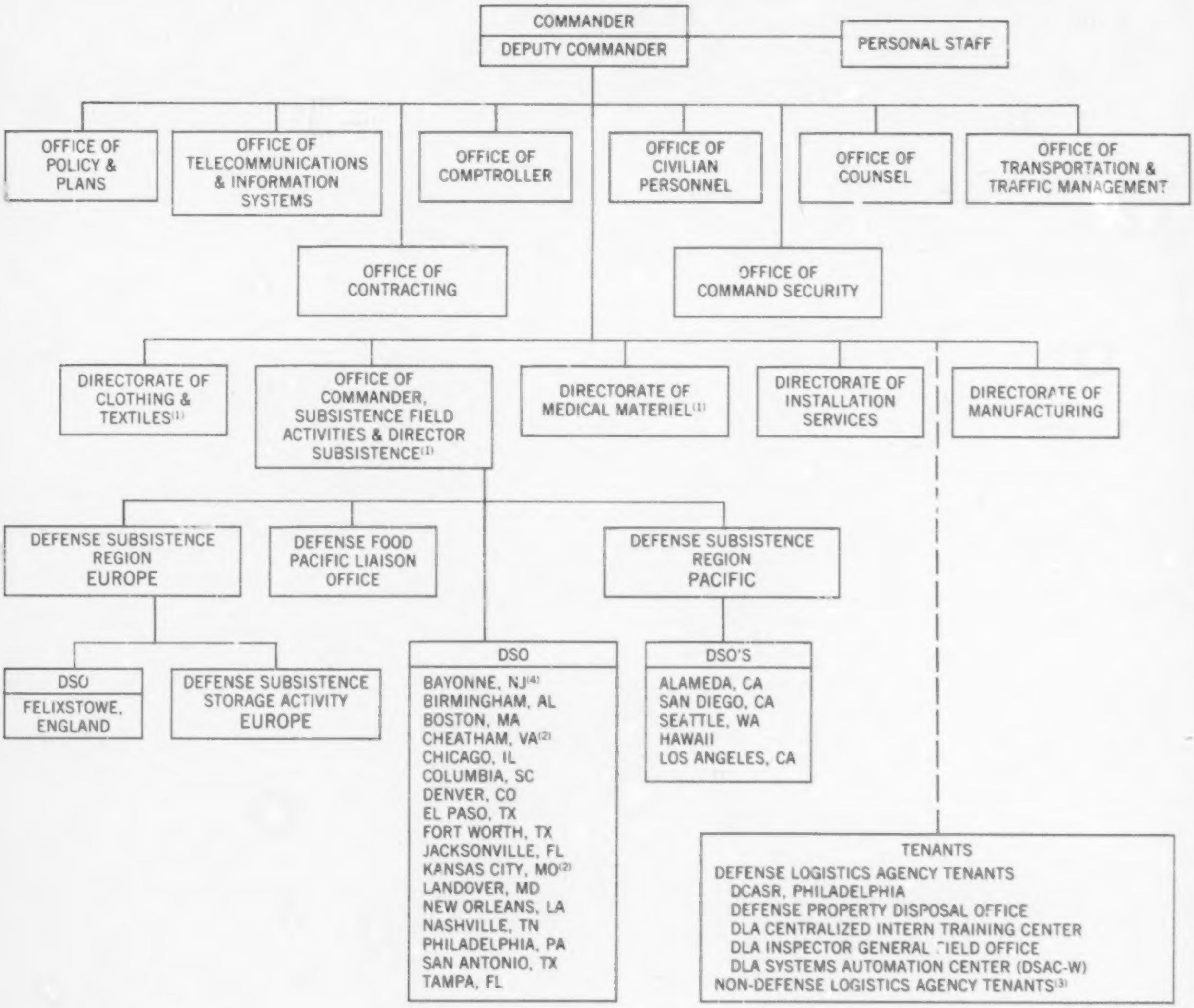
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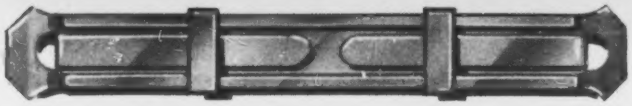

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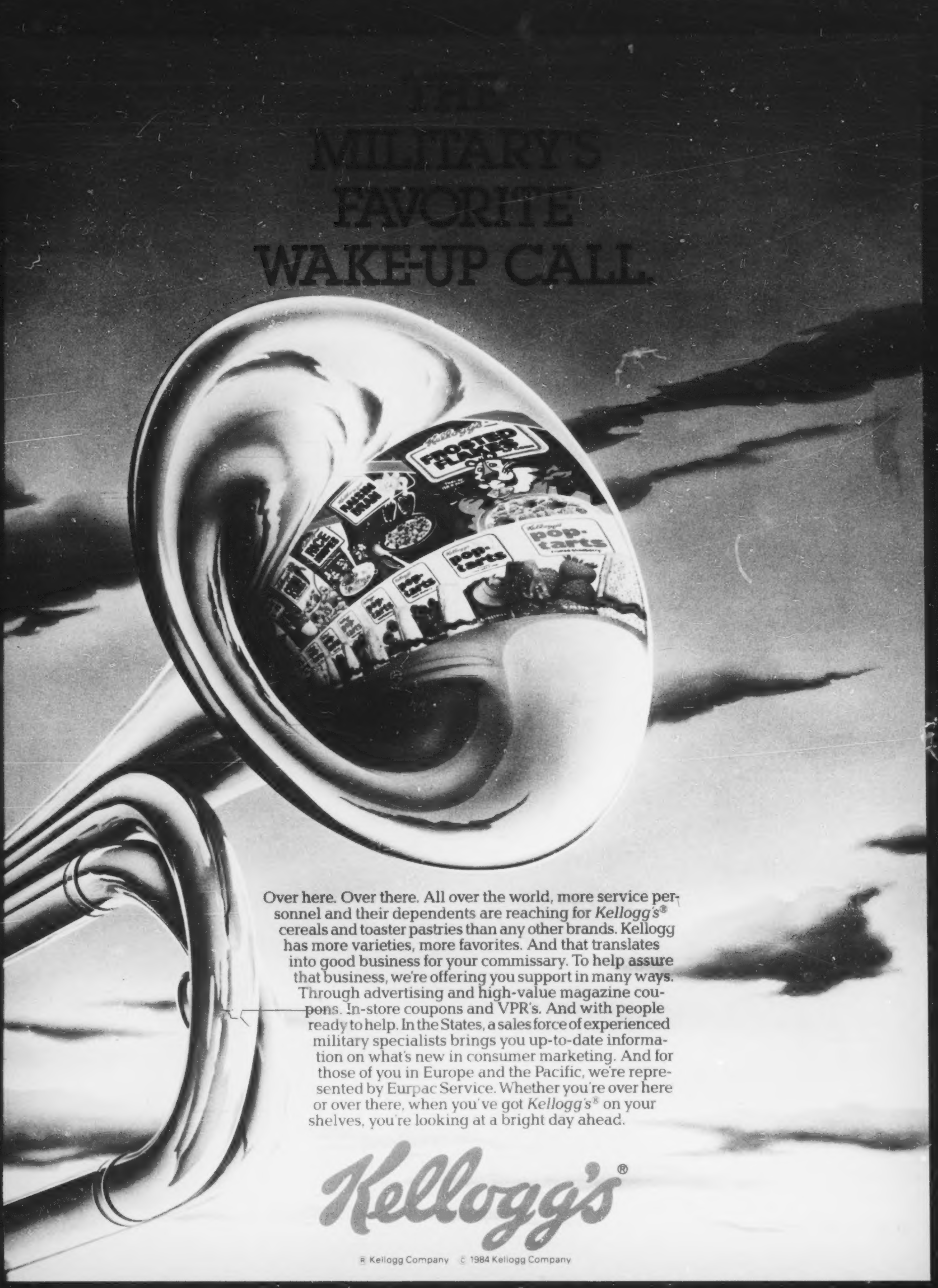

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Army Buying Procedures

The USACFSC's NAF Contracting Office negotiates purchase agreements on common items for use by Army's decentralized system of leisure and other nonappropriated fund (NAF) activities. Individual managers are then given an opportunity to order from this list through procedures which parallel, on a much smaller scale, those of the Defense Personnel Support Center (DPSC) or General Services Administration (GSA). Generally, procurement for Army leisure and MWR/community activities is accomplished at the installation level. The Army does have central contracts for purchasing meat items and some alcoholic beverages. For further information contact (202) 325-0757.

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Washington, D.C. 20370

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Navy Buying Procedures

Further information about the decentralized Navy MWR and recreation/leisure system may be obtained by contacting the Director, Navy Recreational Services Department. Information regarding buying procedures and the specific addresses of individual activities may be obtained from the Director upon receipt of a written request.

U.S. Air Force

Air Force Manpower and Personnel Center
Directorate of Morale, Welfare & Recreation
HQ AFMPC/MPCS
Randolph AFB, TX 78150-6001

Director
Col. Richard B. Fink, USAF
(512) 652-6207

Chief, Open Mess Division
Col. Charles E. Anderson, USAF
(512) 652-2353

MWR Promotion
Cathy Edmonds
(512) 652-4945

Chief, NAF Purchasing Division
Lt.Col. Stuart R. McGhee
(512) 652-6933

Chief, Purchasing Branch
Ada Storms
(512) 652-6931

Chief, Operations Branch
Joe Piepoli
(512) 652-6933

Chief, Centralized Contracts Branch
Sam Bunch
(512) 652-6932

Chief, Special Contracts Branch
Kim Kelpz
(512) 646-7501

Air Force Buying Procedures

Further information about the decentralized Air Force open mess and recreation systems may be obtained by contacting the Air Force Manpower and Personnel Center's MWR Directorate.Specific information regarding the addresses of individual open mess and recreation activities, and their buying procedures, may be obtained by sending a written request to the attention of the Director, MWR Directorate.

U.S. Marine Corps

Mail:
Commandant of the Marine Corps
(Mail Code:)
Washington, D.C. 20380

Morale Support Division
Director
Col. P.F. Angle, USMC
Mail Code: MS
(202) 694-5105

Deputy Director
Neil W. Macfarlan
Mail Code: MS
(202) 694-2092

Military Recreation Branch
Head
Edward Hawkins
Mail Code: MSR
(202) 694-2450

Assistant Head
Bob Anastasio
Mail Code: MSR
(202) 694-2450

Child Care Section
Sandy Evans
Mail Code: MSR
(202) 694-2450

Recreation Specialist
Greg Gordon
Mail Code: MSR
(202) 694-2450

Marketing Specialist
Mike Dalton
Mail Code: MSR
(202) 694-2450

Head, Sports Unit
Maj. Tom Ochala, USMC
Mail Code: MSR
(202) 694-2450

Assistant Head
Pamela Hodge
Mail Code: MSR
(202) 694-2655

Special Services Assistant
Gwen Gee
Mail Code: MSR
(202) 694-2655

Military Clubs Branch
Head
Joseph A. Caprara
Mail Code: MSC
(202) 694-2728

Club Management Specialist
E.V. Cox
Mail Code: MSC
(202) 694-2728

Club Management Specialist
James A. Tartari
Mail Code: MSC
(202) 694-2728

Club Management Specialist
Position Vacant
Mail Code: MSC
(202) 694-2728

Club Management Specialist
R.A. Slade
Mail Code: MSC
(202) 694-2728

USMC Buying Procedures

Marine Corps club and recreation activities do not require bids. In most instances, club and recreation activities make their own purchases directly from manufacturers and other suppliers.

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Fort Wadsworth, Staten Island, NY 10305-5097
Phone: (718) 390-3700
Commander: Rear Admiral Donald E. Wilson, SC, USN

RADM Wilson

CAPT Sherman

Arthur LaValle

Key Headquarters Personnel

Commander
RADM Donald E. Wilson, SC, USN
(718) 390-3600

Vice Commander
CAPT Bruce Sherman, SC, USN
(718) 390-3601

Executive Director of Resale Systems
Arthur A LaValle
(718) 390-3605

Office of the Commander & Staff
Command Master Chief
SHCM Charles Thelen, USN
(718) 390-3603

Deputy Equal Employment Opportunity Officer
James W. Simmons
(718) 390-3996

Director, Communications Division
Eileen Siegel
(718) 390-3841

Deputy Director, Communications Division
Thom Utecht
(718) 390-3556

Manager, Public Affairs (Communications Div.)
John Russas
(718) 390-3924/25

Marketing Research Specialist (Communications Div.)
Jerry Armer
(718) 390-3507

Consumer Survey Specialist (Communications Div.)
Henrietta Lichtenbaum
(718) 390-3557

Office of Counsel
Estelle Shenkler
(718) 390-3921

Director, Distribution Management Div.
Robert Byrd
(718) 390-3846

Director, Facilities Division
CAPT Michael J. Carricato, SC, USN
(718) 390-3957/56

Director, Industrial Relations Div.
Harry Morrison
(718) 390-3998

Director, Office of Internal Review
Robert La Pointe
(718) 390-3742

Director, Office of Military Personnel
Edwin T. Pickett
(718) 390-3550

Director, Naval Uniform Division
Karl Johnson
(718) 390-3704

Director, Office of System Security
Edward W. Lehane
(718) 390-3931

Contracts Group
Deputy Commander
Paul H. Feuer
(718) 390-3934

Assistant Deputy Commander
Vincent Ruggiero
(718) 390-3945

Audit Internal Review Group
Deputy Commander
CAPT John Lamade, SC, USN
(718) 390-3926

Commissary Operations Group
Deputy Commander
Nicholas A. Giannone
(718) 390-3711

Director, Commissary Store Div.
CDR R. A. Boas, SC, USN
(718) 390-3712/3717

Exchange Operations Group
Deputy Commander
CAPT John F. McDonald, SC, USN
(718) 390-3845

Director, Merchandise Div.
John Marecki
(718) 390-3876

Director, Store Operations Div.
CDR John Flanagan, SC, USN
(718) 390-3847

Financial Management Group
Deputy Commander
CAPT H. H. Bishop, SC, USN
(718) 390-3764

Assistant Deputy Commander
Edmund Dahl
(718) 390-3524

Director, Comptroller Appropriated Fund Division
CDR John McCulloch, SC, USN
(718) 390-3780

Comptroller, Nonappropriated Fund Div.
John Nanai
(718) 390-3765

Director, Treasury Division
Victor K. Sabbagh
(718) 390-3766

Fleet Support Group
Deputy Commander
Position Vacant
(718) 390-3701

Director, Naval Uniform Division
Karl Johnson
(718) 390-3704

Director, Ships Stores Division
Louis J. Caputo
(718) 390-3838

Navy Lodge Program
Laura Lian
(718) 390-3853

Office of Command Support
Director
Richard Mackiewicz
(718) 390-3834

Director, Data Processing Division
CDR Donald Flakes, SC, USN
(718) 390-3718/19

Buying Procedures (Exchanges)

Basic methods of doing business with Navy exchanges depend on how the exchanges are supported. Most Navy exchanges in the United States receive procurement support from a regional field support office (FSO) or a lead contracting activity (LCA). Exchanges may also receive merchandising and procurement information from the Navy Resale and Services Support Office (NAVRESSO).

Some Navy exchanges are classified as "stand-alones" because they are independent. Most stand-alones are located overseas, although a few are in the United States. Suppliers may do business with the FSOs, NAVRESSO or the independent exchanges.

Categories of merchandise and price limitations on goods sold by Navy exchanges in the United States have been established by the House Armed Services Committee of Congress and are published in the Armed Services Exchange Regulations issued by the Department of Defense. These limitations do not apply overseas.

At Exchange Level

Most purchasing is initiated at the FSO/LCA level. Responsibility for controlling and initiating purchases for an independent exchange and any branch stores under its control rests with the Navy exchange officer. Purchases are based on customer demand for authorized items. In some instances, purchase requirements are consolidated at NAVRESSO before being forwarded to manufacturers for fulfillment.

Any individual or firm may contact an independent local Navy exchange officer or his/her designated representative for an appointment, or may forward descriptive literature and pricing information to the Navy exchange officer for consideration.

At the FSO/LCA Level

In recent years, a number of exchanges in the United States have been grouped together within a geographic region. Within the grouping, a specific activity has been designated to assume acquisition responsibility for the other exchanges. The activity is identified as either a field support office (FSO) or a lead contracting activity (LCA).

In addition to consolidating the purchase requirements of the exchanges in the group, the FSO/LCA issues regional contracts for retail and services merchandise, expense items and services that lend themselves to acquisition through regional contracts. Negotiations are conducted with those firms capable of fulfilling the needs of the exchanges.

Any individual or firm may contact the acquisition manager or acquisition specialist at the FSO/LCA to present his or her goods or services for consideration. If the product or service fills a need, your firm will be included in the vendor listing as a prospective contractor for future consideration when contract solicitations are issued.

At the Navy Resale and Services Support Office

The Navy Resale and Services Support Office (NAVRESSO) has a staff of buyers and contract specialists who review merchandise lines and determine if a product or service could be made available to authorized customers. Generally, the buyers and contract specialists negotiate with manufacturers and suppliers to ascertain terms, prices, minimum quantities, packaging and other information about a product or service in order to assist field personnel in making purchase determinations. The negotiations could lead to NAVRESSO issuing a listing or a systemwide contract. The listings are called price agreement bulletins and seasonal merchandise voces.

Price agreement bulletins provide complete detailed information about products that are considered staple items and are available on a year-round basis. Voces are listings of seasonal merchandise and are also used to highlight special promotions of products. Field support offices, LCAs or independent Navy exchange officers are authorized to place purchase orders directly with the manufacturers for products listed on NAVRESSO bulletins. Systemwide contracts are generally negotiated on a competitive basis among manufacturers and suppliers of products commonly used by all Navy exchanges. Award is made to the low, responsible, responsive offeror whose product or service conforms to all requirements of the solicitation.

It is not necessary that a manufacturer or supplier be listed on a NAVRESSO bulletin or hold a contract in order to sell to Navy exchanges.

How Selections Are Made

Price agreement bulletins and vox listings are limited primarily to manufacturers exercising full control over the product and its distribution and who stipulate that prices, terms and conditions offered are the lowest available to any purchaser regardless of class of trade, geographical location, type or size of purchaser or volume of purchase.

Manufacturers desiring to be listed on a bulletin or vox should submit information and samples to NAVRESSO by mail or contact the appropriate buyer in the Merchandise Division at NAVRESSO.

After the buyer reviews the product, it is presented to a Merchandise Council (consisting of senior merchandise personnel) for approval prior to a bulletin listing being prepared. Upon approval, a bulletin is prepared and distributed to all Navy exchanges.

Items identified for systemwide contracts are solicited by a Request for Proposal normally on a competitive basis subject to negotiation, in accordance with prescribed procedures. Awards are then issued to the successful offeror if approved by a Contract Review Board consisting of senior members of the NAVRESSO staff.

Manufacturers desiring to be placed on a vendor mailing list should submit a description of the product or service being offered and request to be placed on the appropriate bidder's list by writing to the Contracts Group at NAVRESSO.

Merchandise selected for bulletin listing or systemwide contract includes:

a. Items known to be best sellers, as evidenced by Navy exchange reorders, industry or trade survey reports and sales data submitted by the manufacturer

b. Quality merchandise that bears a brand name and on which the brand itself can be reasonably expected to influence preferential consumer acceptance over a lesser known brand of similar merchandise

c. Products on which brand or manufacturer's name is of little or no significance to the consumer and may or may not appear on the pertinent merchandise. In these instances, comparisons are made with similar products of other available sources. The principal factor influencing selection is the determination of best overall value.

Buying Procedures (Commissaries)

Navy commissary stores are grouped together in geographic areas. Purchasing for commissary stores is administered by NAVRESSO Field Support Offices or Navy commissary store region offices based on customer demand and local popularity of items.

The majority of resale products purchased by Navy commissary stores are from brand name contracts issued by Headquarters, Defense Personnel Support Center, 2800 South 20th Street, Philadelphia, PA 19101. Purchases made against these brand name contracts are not restricted as to monetary value.

In addition, commanding officers of NAVRESSO Field Support Offices or officers in charge of Navy commissary store regions have limited authority to make direct purchases of resale merchandise, supplies, services and minor equipment.

Also, presentations are received at the Navy Resale and Services Support Office which, if approved, result in systemwide purchasing. Acceptability is determined by price, distribution, nature of item, anticipated customer acceptance, market share, duration of promotion and other merchandising considerations. Suppliers desiring to make these presentations should contact the Merchandising Branch of the Commissary Store Division at NAVRESSO. Suppliers experiencing problems or requiring additional information may write to the Navy Resale and Services Support Office, attention: Code CSD.

Buying Procedures (MSC Exchanges)

In dealing with military Sealift Command exchanges, the same procedure is followed as that for Navy exchanges, with one exception.

Merchandise buying is accomplished through two MSC Acquisitions Centers using bulletins/contracts prepared for Navy exchanges by NAVRESSO. Exchanges aboard MSC ships offer a very limited selection of basic necessities and snack items to meet crew requirements.

MSC Exchanges

Address mail to the MSC exchange officer at these locations:

MSC Atlantic Area

Military Ocean Terminal
Building 42 (Code 4S3)
Bayonne, NJ 07002

MSC Pacific Area

Naval Supply Center
Building 310-1E
Oakland, CA 94625

Buying Procedures (Ships Stores Afloat)

Navy personnel serving aboard ships purchase basic items, gifts and other merchandise from retail stores operated on the ship itself. Many items sold by Navy exchanges will be found in a ship's retail store in limited quantities and selections, as determined by the size of the store and number of crew members assigned to the ship.

The ship's supply officer or an appointed ships store officer supervises and initiates the purchasing for the ships store based on the crew's demand and inventory limitations. Authorized items and cost limitations are within the listing of authorized items for sale in Navy exchanges as defined in the Armed Services Exchange Regulations.

Popular basic items of ships store stock are included in contract bulletins; popular luxury and semi-luxury items are listed in the Ships Stores Afloat Catalog, published by NAVRESSO.

Open-end, fixed price contracts are awarded for popular, basic items of authorized stock by NAVRESSO. Awards are consolidated into contract bulletins which are sent to all ships stores. When a ship is in an area where contracts are in effect, the ship may place orders directly with suppliers for items under contract.

The ships stores afloat catalog contains descriptions, ordering information, sources, prices, etc., for popular luxury and semi-luxury items of ships stores stock. NAVRESSO buyers and contract specialists negotiate with manufacturers for catalog listings in the same manner as for Navy exchange bulletins and contracts. Purchase orders for items listed in the ships stores afloat catalog will be issued directly to the vendors or suppliers.

Non-Listed Items

Items not listed in contract bulletins or the ships stores afloat catalog may be offered for sale to ships stores. Prior to offering the item, it must be presented to the Ships Stores Division at NAVRESSO for review and determination of quality and value.

New items are normally approved when the item is a nationally known brand name product of proven popularity, or in the case of lesser known items, after samples are examined by NAVRESSO for quality and value assurance. Suppliers are required to submit a letter from the manufacturer stating that the supplier is the appointed representative for the product submitted. The manufacturer's published price list, minimum order requirements, terms and delivery schedules should also be submitted with the item to NAVRESSO.

If the quality/value analysis determines the product to be acceptable, it is approved for sale to ships stores for a 9-month period. During this time, ships desiring to purchase the product will submit a purchase order to the nearest NAVRESSO fleet assistance representative, who will process the order. Fleet assistance reps are located in major port areas. The suppliers will be required to meet the quantities and delivery date specified in the purchase order. An original and three copies of the invoice would then be mailed to the ordering ship, where it would be certified as to receipt and acceptance of the material and forwarded to a Navy paying activity for payment of the bill.

At the conclusion of the 9-month period, suppliers will be asked to submit copies of processed ships purchase orders for the item to NAVRESSO. A determination will be made on whether to continue the supplier's authority to sell to ships stores based on the volume of business and the crew's acceptance of the product.

The item may be considered for addition to the contract bulletin or the ships stores afloat catalog if there is sufficient evidence of *bona fide* recurring demand in various geographical areas. Reorders, not one-time purchases, are considered recurring demand.

Commissary Store Division (Commissary Operations Group)

Deputy Commander
Nicholas Giannone
(718) 390-3711

Director
CDR Raymond A. Boas, SC, USN
(718) 390-3712

Operations Branch (CSD1)
Manager
Gary Sheridan
(718) 390-3717

Store Operations Section Supervisor
Margaret Young
(718) 390-3713

Commissary Operations Specialist
Frank Lazatin
(718) 390-3713

Computer System Analyst
Gene Jackson
(718) 390-3713

Computer System Analyst
Al Brett
(718) 390-3713

Commissary Management Specialist
Ardie Wickers
(718) 390-3713

Commissary Control Inventory Analyst
Ken Fuchs
(718) 390-3713

Commissary Management Analyst
John Mahoney
(718) 390-3713

Operations Analysis Section Supervisor
Stanley Kurin
(718) 390-3714

Commissary System Analyst
Tom Nardone
(718) 390-3714

Commissary System Analyst
Frank Pellegrino
(718) 390-3714

Merchandise Branch (CSD2)
Manager
Tony DeGaetano
(718) 390-3722

Commissary Management Specialist (Meat)
Andy McArthur
(718) 390-3715

Commissary Management Specialist (Produce)
Milton Shreiber
(718) 390-3715

Commissary Management Specialist
Joe Marchese
(718) 390-3713

Commissary Management Specialist
Bill Cook
(718) 390-3714

Manpower, Resources, Administrative Branch (CSD3)
Manager
George Happe
(718) 390-3716

Administrative Section Supervisor
John Corbett
(718) 390-3716

Commissary System Analyst
Catherine Milanes
(718) 390-3714

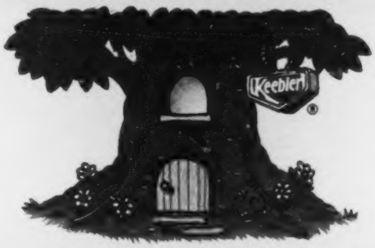
Commissary System Analyst
Bob Volpe
(718) 390-3715

Commissary System Analyst
Mike Fahy
(718) 390-3715

Commissary Store Specialist
Valerie Moon
(718) 390-3715

Commissary System Analyst
Bill Wolfe
(718) 390-3713

(continued on page 218)



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Commissary System Analyst
Rick Thomas
(718) 390-3714

Budget Analyst
Marjorie Thunder
(718) 390-3713

Merchandise Division (Exchange Operations Group)

Deputy Commander
CAPT John F. McDonald, SC, USN
(718) 390-3845

Merchandise Division (MD)
Director
John Marecki
(718) 390-3876

Projects Coordinator
Aimee Oey
(718) 390-3909

Inventory Control
Shelly Miller
(718) 390-3533

Soft Lines Apparel/Accessories Requirements Branch (MDI)
Dolores LaSalle
(718) 390-3904

Senior Buyer (E-2)
Al Rafaloff
(718) 390-3890
Men's Wear

Buyer (E-2)
Jim Galvin
(718) 390-3891
Men's Wear

Buyer (E-2)
Tom Smith
(718) 390-3889
Men's Wear

Buyer (E-2)
Herbert Weiss
(718) 390-3892
Men's Wear

Senior Buyer (E-3, E-7)
Jerry Baum
(718) 390-3906
Intimate apparel, lingerie, robes, hosiery, maternity, family shoes

Buyer (E-3)
Barbara Frank
(718) 390-3899
Intimate apparel, underwear

Buyer (E-3)
Diane Shumaker
(718) 390-3903
Hosiery, accessories & maternity

Buyer (E-7)
Mike Avallone
(718) 390-3905
Ladies and athletic shoes

Buyer (E-7)
Alan Lieberman
(718) 390-3980
Shoes

Senior Buyer (E-5, G-1, G-2)
Inez Grikitis
(718) 390-3888
Infants, toddlers, boys & girls wear, juvenile furniture

Buyer (E-5)
Faye Blakely
(718) 390-3894
Infants, toddlers, juvenile furniture

Buyer (G-1)
Elsie Valentin
(718) 390-3895
Girls Wear

Buyer (G-2)
Julius Applebaum
(718) 390-3837
Boys Wear

Senior Buyer (E-8)
Gussie Levin
(718) 390-3902
Women's ready-to-wear

Buyer (E-8)
Louise Minardi
(718) 390-3898
Junior coordinates, separates

Buyer (E-8)
Iris Hecker
(718) 390-3900
Misses coordinates, separates, all outerwear

Buyer (E-8)
Diane Johnson
(718) 390-3901
Misses dresses, tops

Buyer (E-8)
JoAnn Gattis
(718) 390-3504
Junior dresses, bottoms

Consumables Branch (MD2)
Manager
Position Vacant
(718) 390-3918

Senior Buyer (A-1, A-2, A-4, A-6; C-2, C-3)
Paul Karp
(718) 390-3918
Candy, food products, beer & soda, stationery, books, periodicals & greeting cards

Buyer (A-1, A-4)
Sal Lascari
(718) 390-3919
Candy & confections, convenience food products

Buyer (A-2; C-3)
Position Vacant
(718) 390-3914
Stationery, books, periodicals & greeting cards

Senior Buyer (C-4, C-8, C-9; D-1, D-3, D-5)
Position Vacant
(718) 390-3913
Hardware, garden/pet supplies, toiletries & drugs, household supplies, fragrances & cosmetics, auto parts

Buyer (D-1, D-3)
Glen Hoffman
(718) 390-3910
Toiletries & drugs, household supplies

Private Label Coordinator (D-5)
Paul Karp
(718) 390-3918
Private label

Buyer
Jerry Deutsch
(718) 390-3915
Auto parts & accessories

Buyer (C-4, C-9)
Jerry Greene
(718) 390-3912
Hardware/garden/pet supplies

Hard Lines Branch (MD3)
Manager
Ed Cart
(718) 390-3886

Senior Buyer (A-7, C-5)
B. L. "Ole" Olson
(718) 390-3882
Cameras, film & accessories, toys & wheel goods

Buyer (C-5)
Barry Flayton
(718) 390-3883
Toys & wheel goods

Senior Buyer (B-2, B-4, B-5, B-8, B-9)
William McKim
(718) 390-3878
Home furnishings, housewares, rugs, electrical appliances, consumer electronics, records and tapes

Buyer (B-2, B-4, B-8)
Daniel Walz
(718) 390-3880
Home furnishings, housewares, electrical appliances

Buyer (B-2, B-4, B-8)
Jules Weliky
(718) 390-3881
Home furnishings, housewares, furniture, rugs, electrical appliances

Buyer (A-8, B-5)
Cheryl Acampora
(718) 390-3879
Consumer electronics, musical instruments, video, personal computers, records and tapes

Senior Buyer (B-3, C-1, D-2, D-4)
Arlene Sullivan
(718) 390-3908
Sporting goods, luggage & leather goods, jewelry

Buyer (B-3, C-1)
Tom Heffernan
(718) 390-3884
Sporting goods, luggage & leather goods

Buyer (D-2)
Margaret Walsh
(718) 390-3908
Jewelry

Buyer (D-4)
Arlene Sullivan
(718) 390-3908
Fine jewelry

Senior Buyer (E-4, F-2)
Jeffrey Siegel
(718) 390-3908
Linens, domestics, fabrics & sewing accessories

Store Operations Division (Exchange Operations Group)

Director
CDR John Flanagan, SC, USN
(718) 390-3847

Contract Concessionaire Specialist
Fed Schmel
(718) 390-3855

Operations Requirements Specialist
Rennie Aitkenhead
(718) 390-3720

Special Requirements Coordinator
Marion Tierney
(718) 390-3867

Automotive and Personalized Services Branch (SOD1)
Manager
Michael Paolantonio
(718) 390-3849

Automotive Services Specialist
Greg Hallow
(718) 390-3851

Personalized Services Specialist
Irving Hochberg
(718) 390-3852

Optical/Flower Shop Specialist
Verdell Sanders
(718) 390-3850

Food Services & Vending Branch (SOD2)
Manager
Tom Kolstadt
(718) 390-3861

Food Service Specialist
Position Vacant
(718) 390-3861

Vending Specialist
David James
(718) 390-3863

Retail Operations Branch (SOD3)
Manager
Position Vacant
(718) 390-3854

Retail Operations Specialist
Jack Mahon
(718) 390-3854

Office of Sales Coordination

Director
Joe LoCasto
(718) 390-3872

Visual Merchandising Specialist
Thom Speedling
(718) 390-3871

Visual Merchandising Specialist
Janet Whitley
(718) 390-3506

Visual Merchandising Specialist
Philip J. Fragale
(718) 390-3532

Sales Coordination Specialist
Barbara Wolk
(718) 390-3875

Sales Coordination Specialist
Holly Smith
(718) 390-3874

Fleet Support Group

Deputy Commander
Position Vacant
(718) 390-3701

Naval Uniform Division
(Fleet Support Group)

Director
Karl Johnson
(718) 390-3704

Uniform Requirements Branch (NUD1)
Manager
Vacant
(718) 390-3705

Senior Buyer (E-1)
Elaine Wyner
(718) 390-3708

Buyer (E-1)
Camille Gainsa
(718) 390-3707

Senior Uniform Inventory Specialist (L-1)
Ken Parrish
(718) 390-3702

Uniform Inventory Specialist (L-1)
Frank Cochran
(718) 390-3709

Uniform Inventory Specialist (L-1)
Clyde Dominick
(718) 390-3710

Supply System Analyst (L-1)
Virginia Costalas
(718) 390-3706

Supply System Analyst (L-1)
Walter Nowicki
(718) 390-3706

Supply/System Analyst (L-1)
Curtiss Geruldsen
(718) 390-3705

Made-to-Measure Program (NUD2)
Manager
LT Donna Gardner, SC, USN
(718) 390-3703

Made-to-Measure Section Supervisor
Julio Salas
(718) 390-3814

Cost Accountant
Joseph Lauria
(718) 390-3813

Ships Stores Division
(Fleet Support Group)

Director
Louis J. Caputo
(718) 390-3838

Manager, Operations Branch (SSD1)
Joan O'Leary
(718) 390-3839

Operations Branch Specialist (SSD1)
Arlene Ingenito
(718) 390-3840

Fleet Operations Assistance Branch (SSD2)
Manager
John Dixon
(718) 390-3837

Director, Ships Stores Division (SSD)
Louis J. Caputo
(718) 390-3838

Ships Store Specialist (SSD2.1)
Walter L. Moore
(718) 390-3837

Manager, Habitability Assistance Branch (SSD3)
Position Vacant
(718) 390-3505

Contracts Group

Deputy Commander
Paul H. Feuer
(718) 390-3934

Assistant Deputy Commander
Vincent Ruggiero
(718) 390-3945

Acquisition Management Division
(Contracts Group)

Contract Support Branch (CG1)
Manager
Alex Douvres
(718) 390-3535

Contracts Section

Supervisory Procurement Specialist
Anthony Acampora
(718) 390-3649

Procurement Specialist
Virginia Squitieri
(718) 390-3947

Procurement Specialist
Jennie Purpi
(718) 390-3948

Procurement Specialist
Leslie Gonzalez
(718) 390-3946

Procurement Specialist
Patricia Crichlow
(718) 390-3947

Procurement Specialist
Winona Frye
(718) 390-3946

Equipment Section

Supervisory Procurement Specialist
Lester Segarnick
(718) 390-3639

Procurement Specialist
Hilda Thomas
(718) 390-3940

Procurement Specialist
Helen Buscemi
(718) 390-3939

Procurement Specialist
Lou Becker
(718) 390-3939

Procurement Specialist
Lina Narduzzi
(718) 390-3939

Statistical Procurement Clerk
Josephine Caracappa
(718) 390-3940

Appropriated Fund Section

Supervisory Procurement Specialist
John Cucciniello
(718) 390-3938

Procurement Specialist
Thomas Borello
(718) 390-3938

Procurement Specialist
Robert Mullen
(718) 390-3937

Procurement Specialist
Daniel Rubano
(718) 390-3937

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An IC Industries Company

Our Appreciation for 100 Years of Confidence

For 100 years, Pet has been making quality convenience foods to meet the needs of families all across the nation — from our first product evaporated milk to today's exciting array of American favorites for every meal occasion.

PET

We are dedicated at Pet in bringing to the military patron the best possible service, prices and meeting his or her needs. The military patron deserve the best and we are dedicated to do just that.

8506139

Gerber®

♫ "keeps 'em marchin' in" ♫

PROTECTO
Gerber
HANKSCRAFT by Gerber
Gerber RICE cereal for baby
APPLE JUICE
STRAINED VITAMIN C ADDED BANANAS WITH TAPIOCA
Gerber shirt
NUK
Gerber vinyl pants

Military births are up and more customers will come marchin' in when they know that you stock the top brand in baby foods. Gerber baby food is the #1 brand—the choice of more U.S. mothers than all other brands combined. New mothers trust Gerber because they have confidence that every Gerber product will meet their highest expectations.

Gerber doesn't stop with baby food either... there is a complete line of General Merchandise products under the Gerber, Hankscraft®, NUK®, and Protecto® brand names. All products have the same quality that builds and maintains confidence and preference among consumers.

Your new-mother customers will be shopping for complete baby needs and they will find them if you offer the Gerber family of fine products: Reusable and Disposable Nurser Systems, Infant Clothing, Carry-All Bags and Bassinets, Safety Accessories, Infant Feeding Dishes, Bath and Crib Toys, Hankscraft Humidifiers and Vaporizers, and NUK Orthodontic Exercisers, Nipples and Protecto Accessories. Gerber pre-sells this complete line of products with heavy consumer advertising and ongoing promotional support.

Contact your Gerber sales representative or broker today for details on how the full Gerber line can keep your customers marchin' in.

Gerber Representatives—Conus Commissaries
Overseas Service Corporation—Worldwide Exchanges
and Overseas Commissaries
C. Lloyd Johnson—NUK and Protecto (Conus and Overseas)

Gerber

Babies are our business... and have been for over 50 years.

Gerber Products Company Fremont, MI 49412

Contract Management Review Branch (CG2)
Manager
Herb Friedland
(718) 390-3943

Supervisory Contract Analyst
Jay Bernstein
(718) 390-3977

Contract Analyst
Rick Daniels
(718) 390-3978

Contract Analyst
George Harris
(718) 390-3977

Contract Analyst
Irving Medetsky
(718) 390-3942

Administrative Support Branch (CG3)
Manager
Josephine Cerenzio
(718) 390-3944

Contracting Policy Branch (CG4)
Manager (Acting)
Herb Friedland
(718) 390-3933

Procurement Analyst
Alexander Ricci
(718) 390-3932

Small Business Specialist
Frank Gelsomine
(718) 390-3932

Contracting Specialist
Anthony Koestler
(718) 390-3652

Contracting Specialist
Henry Link
(718) 390-3942

Quality Assurance
Joan Sclafani
(718) 390-3932

Distribution Management Division

Director
Robert Byrd
(718) 390-3846/3526

Warehousing Branch (DMD1)
Manager
Michael G. Wovna
(718) 390-3949/50/51

Industrial Engineer
Peter Neff
(718) 390-3949/50/51

Distribution Specialist
R. G. Allen
(718) 390-3949/50/51

Distribution Specialist
John Briscione
(718) 390-3949/50/51

Distribution Specialist
Robert Pomaski
(718) 390-3949/50/51

Fashion Distribution Center, Bayonne, NJ
Distribution Manager
Richard J. Stone
(201) 437-8494/8495/8496

Traffic Branch (DMD2)
Manager
Gervase Keogh
(718) 390-3952

Assistant Traffic Manager
Edward Hinch
(718) 390-3954

Traffic Management Specialist
Christopher Ward
(718) 390-3953

Field Support Office Activities (Commissaries & Exchanges)

CO indicates Commanding Officer
OIC indicates Officer in Charge

NAVRESSO Field Support Office
Davisville
Bldg. S-26
North Kingstown, RI 02852-0799
CO: CDR Alan Verbic, SC, USN
Director, Exchange Division: Position Vacant
Director, Commissary Store Division: CDR Robert W. Monks, SC, USN
(401) 841-4636

NAVRESSO Field Support Office
Mechanicsburg
Box 2050
Mechanicsburg, PA 17055-0791
CO: CAPT James L. Monroe, SC, USN
Director, Exchange Division: CDR Terry G. Waller, SC, USN
(717) 790-5863
Director, Commissary Store Division: LCDR William McFarland, SC, USN
(301) 863-3553
Manager, Merchandising & Operations
Ellis D. McCall
(301) 863-3553

NAVRESSO Field Support Office
Norfolk
P.O. Box 15037
Norfolk, VA 23511-6390
(804) 440-2399/2080
CO: CAPT J. R. Akers, Jr., SC, USN
Director, Exchange Division: CDR B. A. Krause, SC, USN
(804) 440-2300
Manager, Merchandising & Operations
Roger Weingold
(804) 440-2300
Director, Commissary Store Division: CDR James Carbone, SC, USN
(804) 460-3779
Manager, Merchandising & Operations
Lyle Thomas
(804) 460-3779/3770
Grocery Department Specialist
John Freire
(804) 460-3586
Meat & Produce Department Specialist
Clyde Chafin
(804) 460-4420

NAVRESSO Field Support Office
Jacksonville
Box 13, Naval Air Station
Jacksonville, FL 32212
CO: CAPT R. T. Gregory, SC, USN
(904) 777-7075
Director, Exchange Division: CDR Richard Keyworth, SC, USN
Director, Commissary Store Division: Jerry Mathiesen
(904) 772-2562

NAVRESSO Field Support Office
San Diego
P.O. Box 150, Naval Station
San Diego, CA 92136-5150
CO: CAPT Ralph Harms, SC, USN
Director, Exchange Division: CDR Robert Kurz, SC, USN
(619) 237-5602
Director, Commissary Store Division: CDR Roy Adams, SC, USN
(619) 696-6091

NAVRESSO Field Support Office
Oakland
Bldg. 310-5E, Naval Supply Center
Oakland, CA 94625
CO: CAPT Edward Dempsey, SC, USN
Director, Exchange Division: CDR Darrell Garner, SC, USN
(415) 466-7000
Director, Commissary Store Division: CDR James Bogart, SC, USN
(415) 452-2283
Manager, Merchandising & Operations
Paul Culver
(415) 452-2283

NAVRESSO Field Support Office
Auburn
2801 "C" St., S.W.
Auburn, WA 98001-7499
CO: CDR John K. Fyfe, SC, USN
Director, Exchange Division: LCDR Frederick W. Moessner, SC, USN
(206) 931-7665/7666
Director, Commissary Store Division: LCDR Dennis Krisman, SC, USN
(206) 523-1846

Commissary Store Regions

Navy Commissary Store Region—**UK**
Dunstable, England
P.O. Box 46, FPO, NY 09510
OIC: LCDR David J. Hughes, SC, USN
Merch./Op's Officer: CWO4 Wally Taylor, SC, USN
Telephone:
Overseas Operator 011-44-582-600689

Navy Commissary Store Region
Pensacola, FL 32508-7000
OIC: LCDR Richard Meeker, SC, USN
(904) 452-4243
Manager, Operations
Lee Denton
(904) 452-4243

Navy Commissary Store Region
Corpus Christi, TX 78419
OIC: LCDR Larry J. Litchford, SC, USN
(512) 939-3177/78
Manager, Operations
Marcial Buhay
(512) 939-3177/78

Navy Commissary Store Region
Bldg. 3400
Great Lakes, IL 60088
OIC: LT Lawrence J. Sieber, SC, USN
(312) 689-8201
Manager, Operations
Bob Temuta
(312) 689-8201

Navy Commissary Store Region
Naples, Italy
Mailing Address: Box 44, FPO NY 09521
OIC: LCDR Robert Brown, SC, USN
Telephone:
Overseas Operator 81-770-4361

Navy Commissary Store Region
Box 7
Pearl Harbor, HI 96860
OIC: CDR William J. Benner, SC, USN
(808) 471-8402
Manager, Operations
William LeBay
(808) 471-8402

Navy Commissary Store Sales By Department FY80–FY85*

	Grocery	Meat	Produce	Total
FY80	$447,539,635	$129,514,079	$33,594,025	$610,647,739
FY81	486,345,199	138,123,827	38,875,664	663,344,690
FY82	508,326,610	138,512,953	41,901,673	688,740,540
FY83	536,479,912	138,766,686	43,029,231	718,275,829
FY84	581,789,304	143,147,472	49,040,423	773,977,199
FY85	462,200,462	107,983,792	37,708 810	607,893,064

*FY85 sales data are preliminary and include first nine months only.

Navy Commissary Store Region
Subic Bay, Luzon
Republic of the Philippines
(Box 28, FPO San Francisco 96651)
OIC: LT Allen L. Westmoreland, SC, USN
Telephone:
Overseas Operator (Ask for:) 882-3148

Navy Commissary Store Region
Yokosuka, Japan
Mailing Address: Box 33, FPO Seattle 98762
OIC: LT Frank Russell, Jr., SC, USN
Telephone:
Overseas Operator 0468-26-1991 (Ext. 3350)

1986 Navy Commissary Sales Promotion Calendar

The following is a list of the 1986 systemwide sales events to be sponsored by NAVRESSO. The schedule is flexible in that each region will select a two-week period within the month to run their [illegible] Sign kits supplied by NAVRESSO will be used for each event.

Sale Period	Event
January	Customer Appreciation Sale
February	President's Day Sale
March/April	Spring Sale
May	Memorial Day Sale
June	Summer Living Sale
July	Fourth of July Sale
August	End-of-Summer Sale
September	Harvest Sale
October	Navy Birthday Sale
November	Thanksgiving Sale
December	Happy Holidays Sale

ALA

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the Military Resale System

Display and advertise America's No. 1 brand this holiday and watch sales jump 500% plus.

Early California Ripe Olives make a great holiday impulse item. And our new label makes your displays even more attractive.

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SPANISH OLIVES
Early California
RIPE OLIVES

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SB 10-500-390

Navy Exchange Inflation Rate
By Department
FY83 AND FY84

	FY83			FY84		
Retail Departments	**% of Sales**	**Annual Inflation Rate**	**Weighted Avg. Rate**	**% of Sales**	**Annual Inflation Rate**	**Weighted Avg. Rate**
Automotive Accessories	0.15	(2.6)		2.67	(4.0)	
Beverages (Case Beer & Soda)	6.07	3.7		5.93	1.6	
Books & Periodicals	1.57	7.1		1.59	3.0	
Cameras & Photo Accessories	1.77	1.2		1.69	2.1	
Candy & Confections	1.45	1.0		1.52	5.7	
Consumer Electronics & Musical Instruments	9.19	(1.6)		9.93	(2.8)	
Domestics	2.19	3.8		1.96	3.9	
Electrical Appliances	3.28	1.5		3.29	(0.9)	
Fabrics & Sewing Accessories	0.22	1.3		0.19	0.6	
Family Shoes	3.26	0.7		3.01	1.2	
Film & Accessories	1.10	1.2		1.02	2.1	
Food Products (Convenience)	5.09	1.3		5.02	3.5	
Fragrances & Cosmetics	1.75	5.8		1.82	3.7	
Furniture	1.67	2.6		1.70	2.0	
Garden Supplies & Outdoor Living	2.46	1.7		2.49	(0.3)	
Hardware & Pet Supplies	2.16	2.3		1.98	1.6	
Home Furnishings & Giftware	2.54	1.9		2.72	1.7	
Household Supplies	1.64	3.3		1.69	3.0	
Housewares	1.63	1.9		1.51	(0.9)	
Infants & Toddlers Wear	3.38	4.7		1.29	1.5	
Intimate Apparel & Accessories	2.13	3.6		1.92	2.8	
Jewelry	2.40	2.0		2.58	(0.3)	
Luggage & Leather Goods	1.02	2.0		1.00	0.3	
Mens Wear & Accessories	7.05	2.6		6.80	1.8	
Party Goods & Greeting Cards	1.32	4.0		1.35	2.6	
Records & Tapes	2.75	(1.6)		2.83	(2.9)	
Sporting Goods	1.87	1.3		1.81	(0.2)	
Stationery	1.36	7.5		1.47	6.5	
Tobacco & Smoking Accessories	11.29	18.2		10.10	6.3	
Toiletries & Drugs	4.10	5.9		4.10	4.1	
Toys & Wheel Goods	2.06	1.0		2.31	1.0	
Uniforms & Accessories	3.83	2.3		3.61	1.8	
Watches & Accessories	1.18	2.0		1.13	(0.3)	
Womens Ready-to-Wear	3.17	1.5		2.93	0.8	
All Other Departments	1.92	3.9		1.16	1.6	
Total Retail	**100.00%**		**4.0%**	**100.00%**		**1.6%**
Service Departments						
Barber Shop	2.51	3.9		2.86	5.0	
Beauty Salon	1.17	4.6		1.21	4.4	
Flower Shop	1.72	2.7		1.87	9.1	
Food Service (Snack Bars, etc.)	25.14	4.3		27.22	4.2	
Laundry & Dry Cleaning	3.58	5.3		4.01	5.4	
Motor Oil, Parts, Accessories	4.54	(2.6)		—	—	
Optical	1.90	5.5		2.12	1.5	
Personalized Services	10.25	2.8		11.69	3.0	
Service & Labor	3.68	4.3		1.76	3.4	
Vending Machines	17.46	3.1		19.10	3.3	
Subtotal Service (excluding Fuel)	71.95		3.4	71.84		3.90
Plus J-3 (Fuel)	28.06		(1.1)	28.16		(1.89)
Total Service	**100.00%**		**1.3%**	**100.00%**		**2.27%**
Overall:						**0.41%**

Navy Exchange Sales By Department
FY 1981–FY 1985*

Retail Departments	*Dept. Code*	**FY81**	**FY82**	**FY83**	**FY84**	**FY85***
Automotive Accessories	C-8	—	1,200,981	1,721,728	29,690,442	12,123,417
Beverages (Case Beer & Soda)	A-6	58,817,095	62,047,555	64,001,414	65,906,797	28,013,431
Books & Periodicals	C-7	—	—	17,085,548	17,668,818	7,758,426
Boys Wear	G-2	(new department; sales previously under E-5)			10,674,591	3,762,677
Cameras & Photo Accessories	B-1	30,831,367	30,996,721	18,854,322	18,744,571	6,942,659
Candy & Confections	A-1	15,207,114	15,582,842	15,284,850	16,948,885	7,878,171
Consumer Electronics	B-5	99,667,057	114,946,974	98,469,784	110,416,041	46,357,304
Domestics	E-4	22,204,915	21,518,072	23,043,946	21,776,901	7,696,825
Electrical Appliances	B-4	33,400,242	34,593,990	34,951,581	36,516,292	13,297,986
Fabrics & Sewing Accessories	F-2	4,938,360	4,302,533	2,314,364	2,064,357	850,804
Family Shoes	E-7	32,348,602	33,558,736	34,293,794	33,433,155	9,915,418
Film & Accessories	A-7	—	—	11,556,490	11,347,127	4,461,776
Food Products (Convenience)	A-4	56,349,295	55,516,656	53,680,754	55,829,685	24,053,119
Fragrances & Cosmetics	D-5	15,177,490	16,099,501	18,394,318	20,175.222	7,530,791
Furniture	B-9	—	—	18,041,023	18,843,514	7,532,700
Garden Supplies & Outdoor Living	C-9	—	—	26,449,841	27,698,606	16,357,127
Girls Wear	G-1	(new department; sales previously under E-5)			10,170,294	3,717,873
Hardware & Pet Supplies	C-4	49,456,582	50,611,163	23,292,974	22,054,109	8,572,565
Home Furnishings & Giftware	B-8	—	—	27,043,957	30,231,790	10,911,272
Household Supplies	D-3	14,060,985	15,748,770	17,338,716	18,749,703	8,080,613
Housewares	B-2	57,987,674	61,311,968	17,303,772	16,843,272	6,196,646
Infants & Toddlers Wear	E-5	37,191,329	36,923,670	35,615,061	14,327,459	6,034,146
Intimate Apparel & Accessories	E-3	22,070,003	22,978,693	22,474,423	21,382,633	8,364,158
Jewelry	D-2	32,820,939	32,630,956	25,333,169	28,710,137	11,643,187
Luggage & Leather Goods	C-1	12,385,920	11,738,274	10,998,354	11,064,383	4,314,443
Mens Wear & Accessories	E-2	74,797,513	74,455,520	74,230,934	75,523,414	28,705,314
Party Goods & Greeting Cards	C-3	26,233,391	29,550,183	14,292,761	14,957,399	5,513,822
Records & Tapes	A-8	—	—	29,141,640	31,418,368	13,387,154
Sporting Goods	B-3	19,371,745	19,754,895	19,854,210	20,157,707	8,738,161
Stationery	C-2	13,936,379	14,228,118	14,723,701	16,285,742	6,182,248
Tobacco & Smoking Accessories	A-2	106,056,434	108,521,009	118,629,989	112,311,115	46,028,766
Toiletries & Drugs	D-1	41,930,402	44,103,098	43,240,335	45,606,595	19,822,444
Toys & Wheel Goods	C-5	22,165,857	22,504,520	22,525,217	25,666,422	5,323,492
Uniforms & Accessories	E-1	41,295,237	40,766,139	40,302,672	40,102,856	21,281,873
Watches & Accessories	D-4	4,846,918	5,413,213	12,412,393	12,603,395	4,515,228
Womens Ready-to-Wear	E-8	33,145,761	32,599,625	33,388,644	32,540,649	12,879,850
Total Retail		**978,694,606**	**1,104,204,375**	**1,040,286,660**	**1,058,339,590**	**448,373,476**
Service Departments						
Automotive Services & Labor	J-5	8,798,366	17,496,309	16,903,484	7,678,406	3,375,395
Barber Shops	J-1	9,956,917	10,921,121	11,507,460	12,476,516	5,486,171
Beauty Salons	J-2	4,904,898	5,142,693	5,359,497	5,292,244	2,291,697
Flower Shops	K-3	7,543,992	7,837,518	7,871,684	8,171,467	4,046,036
Food Service	K-4	104,115,918	109,054,085	115,359,010	118,735,548	50,047,429
Gasoline	J-3	159,014,014	132,118,989	128,784,310	122,816,874	51,809,495
Laundry & Dry Cleaning	M-1	15,484,777	15,738,369	16,432,025	17,503,147	7,493,044
Motor Oil	J-4	30,665,154	22,165,284	20,848,523	—	—
Optical	K-2	8,330,297	8,496,371	8,705,196	9,241,907	4,160,089
Personalized Services	M-2	42,938,406	43,883,176	47,017,836	50,983,083	21,881,794
Navy Uniform Clothing Stores	L-1	16,890,906	23,384,455	25,130,934	22,091,073	8,836,060
Vending Machines	M-3	74,539,76[illegible]	78,936,356	80,122,486	83.311,225	36,454,478
Total Services		**483,183,41[illegible]**	**475,174,726**	**484,042,441**	**458,301,490**	**198,079,341**
Ships Stores		84,955,953	105,632,965	104,957,023	106,400,000	63,700,000
Soft Drink Vending Machines		13,509,259	16,150,501	18,433,888	20,100,000	12,800,000
Total Ships Stores		**98,465,212**	**121,783,466**	**123,390,911**	**126,500,000**	**76,500,000**
Clothing & Small Stores		713,134	1,047,266	1,261,968	,991,000	587,000
Total Worldwide		**$1,560,343,231**	**$1,612,209,833**	**$1,648,981,980**	**$1,644,132,080**	**$723,529,817**

*Sales are worldwide; FY85 sales are preliminary for first 5 months (February–June).

Note: Navy's ships stores, as commissaries, are on the federal fiscal year (October 1–September 30).

1986 Navy Exchange Sales Promotion Schedule

Mid-Winter Sale
Event Dates: December 26, 1985–January 5, 1986
Application: Systemwide Event (Mandatory)

Pre-Inventory Clearance Sale
Event Dates: January 10–15
Application: FSO/Independent Event (Optional)

Presidents' Day Sale
Event Dates: February 12–17
Application: Systemwide Event (Mandatory)

Spring Clean-Up Sale
Event Dates: February 27–March 2
Application: FSO/Independent Event (Optional)

Spring Fashion Forecast
Event Dates: March 12
Application: Systemwide Event (Mandatory)

Easter Extravaganza Sale
Event Dates: March 14–20
Application: FSO/Independent Event (Optional)

Navy Resale System (NRS) 40th Anniversary Sale
Event Dates: March 28–April 3
Application: Systemwide Event (Mandatory)

Home & Garden Sale
Event Dates: April 10–16
Application: FSO/Independent Event (Optional)

Mother's Day Sale
Event Dates: May 3–11
Application: Systemwide Event (Mandatory)

Armed Forces Day Sale
Event Dates: May 14–19
Application: Systemwide Event (Mandatory)

Sight & Sound Sale
Event Dates: May 29–June 5
Application: Systemwide Event (Mandatory)

Father's Day Sale
Event Dates: June 7–15
Application: Systemwide Event (Mandatory)

July 4th Sale
Event Dates: June 28–July 5
Application: FSO/Independent Event (Optional)

Mid-Summer Sale
Event Dates: July 10–20
Application: Systemwide Event (Mandatory)

Summer Values Sale
Event Dates: July 25–27
Application: FSO/Independent Event (Optional)

Back-to-School Sale
Event Dates: July 30–August 17
Application: Systemwide Event (Mandatory)

Fall Fashion Forecast
Event Dates: August 29
Application: Systemwide Event (Mandatory)

Home Improvement Sale
Event Dates: September 15–21
Application: Systemwide Event (Mandatory)

Electronics Sale
Event Dates: September 30–October 5
Application: FSO/Independent Event (Optional)

Navy 211th Birthday Sale
Event Dates: October 11–18
Application: Systemwide Event (Mandatory)

Housewares Sale
Event Dates: October 30–November 2
Application: FSO/Independent Event (Optional)

Veteran's Day Sale
Event Dates: November 10–15
Application: Systemwide Event (Mandatory)

Pre-Thanksgiving Sale
Event Dates: November 20–23
Application: FSO/Independent Event (Optional)

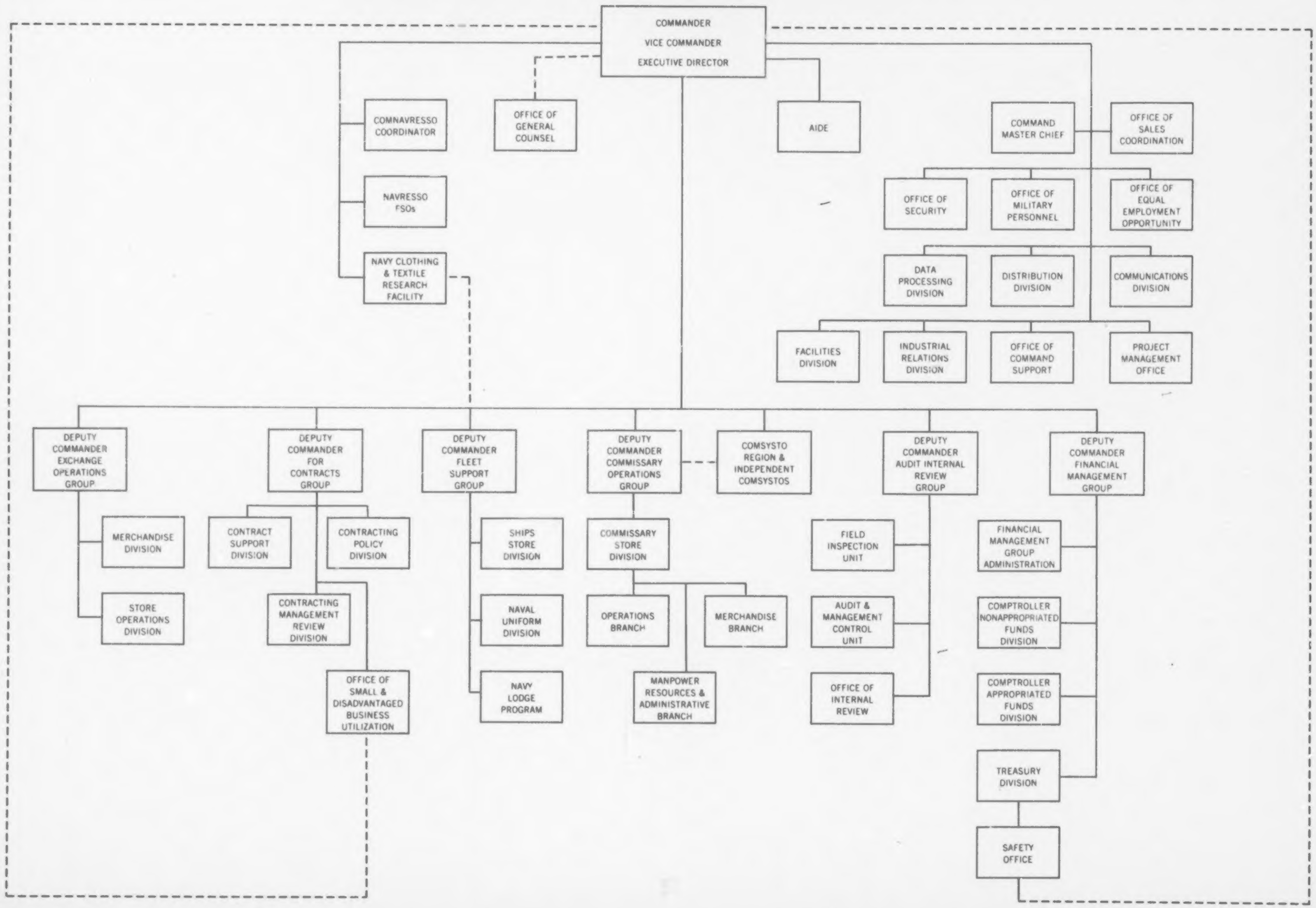
Christmas '86
Event Dates: November 22–December 24
Application: Systemwide Event (Mandatory)

Christmas Sale
Event Dates: December 12–16
Application: FSO/Independent Event (Optional)

After-Christmas Sale
Event Dates: December 26–31
Application: FSO/Independent Event (Optional)

Note: This calendar schedule is for general planning purposes only. When each event is finalized, HQ NAVRESSO's Office of Sales Coordination will prepare and forward to NAVRESSO FSOs and "independent" exchange stores a list of specific retail and services items that will be featured, based on prevailing market conditions and special negotiations.

NAVRESSO HEADQUARTERS


COMMANDER
VICE COMMANDER
EXECUTIVE DIRECTOR
COMNAVRESSO COORDINATOR
NAVRESSO FSOs
NAVY CLOTHING & TEXTILE RESEARCH FACILITY
OFFICE OF GENERAL COUNSEL
AIDE
COMMAND MASTER CHIEF
OFFICE OF SALES COORDINATION
OFFICE OF SECURITY
OFFICE OF MILITARY PERSONNEL
OFFICE OF EQUAL EMPLOYMENT OPPORTUNITY
DATA PROCESSING DIVISION
DISTRIBUTION DIVISION
COMMUNICATIONS DIVISION
FACILITIES DIVISION
INDUSTRIAL RELATIONS DIVISION
OFFICE OF COMMAND SUPPORT
PROJECT MANAGEMENT OFFICE
DEPUTY COMMANDER EXCHANGE OPERATIONS GROUP
MERCHANDISE DIVISION
STORE OPERATIONS DIVISION
DEPUTY COMMANDER FOR CONTRACTS GROUP
CONTRACT SUPPORT DIVISION
CONTRACTING POLICY DIVISION
CONTRACTING MANAGEMENT REVIEW DIVISION
OFFICE OF SMALL & DISADVANTAGED BUSINESS UTILIZATION
DEPUTY COMMANDER FLEET SUPPORT GROUP
SHIPS STORE DIVISION
NAVAL UNIFORM DIVISION
NAVY LODGE PROGRAM
DEPUTY COMMANDER COMMISSARY OPERATIONS GROUP
COMSYSTO REGION & INDEPENDENT COMSYSTOS
COMMISSARY STORE DIVISION
OPERATIONS BRANCH
MERCHANDISE BRANCH
MANPOWER RESOURCES & ADMINISTRATIVE BRANCH
DEPUTY COMMANDER AUDIT INTERNAL REVIEW GROUP
FIELD INSPECTION UNIT
AUDIT & MANAGEMENT CONTROL UNIT
OFFICE OF INTERNAL REVIEW
DEPUTY COMMANDER FINANCIAL MANAGEMENT GROUP
FINANCIAL MANAGEMENT GROUP ADMINISTRATION
COMPTROLLER NONAPPROPRIATED FUNDS DIVISION
COMPTROLLER APPROPRIATED FUNDS DIVISION
TREASURY DIVISION
SAFETY OFFICE

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US ARMY TROOP SUPPORT AGENCY (TSA)

Bldg. P-12400
Ft. Lee, VA 23801-6020
Phone: (804) 734-3600/Autovon 687-3600
Commander: Brigadier General James S. Hayes, USA

BG Hayes

Charles Fulmore

Key Headquarters Personnel

Commander
BG James S. Hayes, USA
(804) 734-3600

Deputy Commander (Mission Services)
COL James E. Rupp, USA
(804) 734-1600

Deputy to the Commander (Commissary Service)
Charles E. Fulmore
(804) 734-4206

Chief of Staff
COL Ralph D. Cahill, USA
(804) 734-2202

Command Sergeant Major
CSM James F. Ferguson, USA
(804) 734-1600

Directorate of Commissary Operations

Director/Commissary Operations
Hugh M. Hodges, Jr.
(804) 734-1742

Deputy Director/Commissary Operations
LTC Robert D. Maybury, USA
(804) 734-1548

Chief/Program Analysis Division
Charles K. Franciscus
(804) 734-2142

Chief/Operations Division
Position Vacant
(804) 734-1731

Chief, Merchandising/Marketing Branch
Chet Boutelle
(804) 734-2410

Commissary Merchandising Specialist
Bill Mehler
(804) 734-2410

Acting Chief/Plans Division
Michael B. Schottenbauer
(804) 734-4785

Directorate of Resource Management

Director/Resource Management
Rosemary H. Buettner
(804) 734-2652

Chief/Management Division
Phyllis F. Shumate
(804) 734-1855

Chief/Accounting and Finance Division
Ann P. Andrews
(804) 734-3348

Chief/Budget Division
Frances F. Fleming
(804) 734-3358

Directorate of Food Service

Director/Food Service
COL David D. Dee, USA
(804) 734-3145

Deputy Director/Food Service
Mark E. McCormack
(804) 734-2555

Chief/Dietary Program Division
Alice V. Skinner
(804) 734-3951

Chief/Troop Subsistence Division
LTC Gilbert G. Humphrey, USA
(804) 734-4147

Chief/Food Management Assistance Team Division
LTC Larry G. Ledford, USA
(804) 734-2511

Chief/Troop Food Service Division
MAJ James F. Fagan, USA
(804) 734-1868

Reserve Component Food Service Liaison
CW3 William H. Mixon, USA
(804) 734-3638

Directorate of Clothing and Services

Director/Clothing and Services
John W. Jones
(804) 734-2250

Chief/Laundry and Dry Cleaning Division
George Fanning
(804) 734-4245

Chief/Clothing and Individual Equipment Division
William C. Davis
(804) 734-1533

Directorate of Engineering and Materiel

Director/Engineering and Materiel
COL John P. Ratcliffe, USA
(804) 734-2426

Deputy Director/Engineering and Material
Marvin X. Beck
(804) 734-2426

Chief/Engineering Design Division
John D. Figuieras
(804) 734-1643

Chief/Facilities and Materiel Management Division
David H. Freedman
(804) 734-3216

Directorate of Systems Automation

Director/Systems Automation
COL Charles E. Evans, USA
(804) 734-1951

Chief/Systems Management Division
Position Vacant
(804) 734-1153

Chief/Systems Support Division
J. Dolores Klepper
(804) 734-2247

Directorate of Personnel, Training and Administration

Director/Personnel, Training and Administration
LTC(P) Thomas L. Milford, Jr., USA
(804) 734-1242

Chief/Administrative and Services Division
Charles V. Riddick
(804) 734-4168

Chief/Civilian Personnel Division
Winfred L. Hasty, III
(804) 734-1333

Chief/Training Office
Willard E. Peet
(804) 734-2310

Chief/Military Personnel Office/Adjutant
CPT Jarvis M. Logan, USA
(804) 734-4816

Special Staff

Chief/Acquisition Management Office
Crosby H. Johnson
(804) 734-3263

Vet Staff Officer
COL John T. Ervin, USA
(804) 734-2867

Public Affairs Officer
Florence I. Dunn
(804) 734-3060

Inspector General
COL Robert T. Brafford, USA
(804) 734-3437

Chief/Internal Review Office
Ben E. Mikell
(804) 734-2347

General Counsel
Charles R. Gray
(804) 734-4156

EURCOR Task Force
James E. McEowen
(804) 734-4646

Equal Employment Manager/Equal Opportunity Officer
James A. Canady, Sr.
(804) 734-3488

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Joint Technical Staff, Army Rep/Natick R & D Center
LTC Franklyn J. DeWolfe, USA
(617) 651-4921

TSA Defense Personnel Support Center Liaison Officer
MAJ Thomas C. Fisher, USA
(215) 952-4252

TSA Buying Procedures

National and regional brand name items sold in Army commissaries are selected at the Commissary Region level, based on criteria established by the individual Regions. Companies desiring to introduce new items available on a national or regional basis may make presentations to TSA Headquarters, the Regional headquarters or to the individual commissaries. Local items available only for specific commissaries may be selected for stockage at the commissary level. Presentation of local items should be made directly to the individual commissaries concerned.

National brand name items selected for stockage and available under Defense Personnel Support Center Brand Name Supply Bulletin Contracts are obtained through Blanket Delivery Orders issued by TSA Regions. The Blanket Delivery Order sets forth terms and conditions for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

Items obtained based on a purchase description such as bread, milk and eggs are ordered from competitive Requirements Type Contracts established by the DPSC.

Items which are not available from DPSC's Supply Bulletins or competitive contracts are obtained from Blanket Purchase Agreements established by the Regions. These agreements are set up with companies who have the capability of furnishing the selected products to the commissaries concerned. The agreements provide for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

TSA Commissary Regions

Southeast Commissary Region

Ft. Lee, VA 23801-6025
(804) 734-4666

Director
Cecil E. Saunders
(804) 734-4492

Deputy Director
Cecil J. Boggs, Jr.
(804) 734-4666

Chief/Inventory Management Division
Donna H. Suyes
(804) 734-4910

Chief/Resource Management Division
Mary [illegible]ater
(804) 734-2234

Chief/Accounting Branch
Louise Wilson
(804) 734-2297

Chief/Contracting Division
Patsy Christopher
(804) 734-3834

Chief/Management Information Systems Division
Herb Funk, Jr.
(804) 734-4463

Chief/Operations Division
Scott Simpson
(804) 734-1166/1295

Chief/Operations & Services Branch
Tom Kiefer
(804) 734-3448

Chief/Meat & Produce Operations Branch
Leroy Anderson
(804) 734-2236

Northeast Commissary Region

Fort George G. Meade, MD 20755-5220
(301) 677-5689

Director
Roy H. Ballinger
(301) 677-4932/5689

Deputy Director
Jacques B. Loraine, Jr.
(301) 677-4932

Chief/Resource Management Division
B. Verrier
(301) 677-5415

Chief/Accounting Branch
Steven J. Sharpeta
(301) 677-4775

Chief/Contracting Division
Lavern S. Goddard
(301) 677-4411

Chief/Management Information Systems Division
Chester R. Schmidt
(301) 677-5462

Chief/Operations Division
Brian C. Hood
(301) 677-4958/3893

Chief/Merchandising & Marketing Division
Linda Seehley
(301) 677-5337

Acting Chief/Operations & Services Branch
A. Valdez
(301) 677-4958

Chief/Meat & Produce Operations Branch
A. Valdez
(301) 677-4958

Midwest Commissary Region

Fort Sam Houston, TX 78234-5000
(512) 221-5684

Director
William D. Smith
(512) 221-5684

Deputy Director
Ronald E. Renaud
(512) 221-6190

Chief/Contracting Division
James A. Flaksa, Sr.
(512) 221-5280

Chief/Resource Management Division
M. Lee Tredway
(512) 221-6290

Chief/Accounting Branch
Ross Lisman
(512) 221-6195

Chief/Management Information Systems Division
J. Roberts
(512) 221-5398

Chief/Operations Division
J. P. Davidson
(512) 221-6488

Chief/Operations & Services Branch
MAJ Robert L. Ward, USA
(512) 221-6793

Chief/Meat/Produce Branch
Sumner Cohen
(512) 221-3784

Chief/Inventory Management Division
Aris Olson
(512) 221-6496

Chief/Merchandising & Marketing Division
Jerry Brazil
(512) 221-6488

Western Commissary Region

Fort Lewis, WA 98433-5000
Phone: (206) 967-3364

Commander
COL Oran F. McLemore, USA
(206) 967-3364

Deputy to the Commander
John D. Rose
(206) 967-3364

Chief/Inventory Management Division
Gloria Ellis
(206) 967-5352

Chief/Resource Management Division
Marie Holloway
(206) 967-4572

Chief/Contracting Division
Position Vacant
(206) 967-4660

Chief/Management Information Systems Division
Position Vacant
(206) 967-3671

Chief/Operations Division
Delmar V. Craig
(206) 967-2843

Chief/Merchandising & Marketing Division
Bob Varela
(206) 967-2582/5352

Chief/Operations & Services Branch
Charles D. Stoebner
(206) 967-2554

Chief/Meat/Produce Branch
D. Tsugio Sakuma
(206) 967-2554

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European Commissary Region

APO New York 09052-4365
Zweibruecken, Germany
Phone:
Zweibruecken Military
(06332-86 + extension)

Commander
COL Jarrett L. Kenyon, USA
x7192

Deputy to the Commander
Dennis A. Syracuse
x6515

Chief/Resource Management Division
Edward L. Froschauer
x6482

Chief/Accounting Branch
Raymond Saelens
x13672

Civilian Personnel Advisor
Janet P. Manov
x7113

Chief/Logistics Management Division
MAJ (P) David Seaberg, USA
x7189

Assistant Chief, Logistics Management Division
Margaret DeHaven
x7189

Chief/Inventory Management Branch
David L. Tindall
x8337 or 6585

Chief/Commissary Operations Division
Edward F. Wenglowski
x6411

Commissary Management Specialist
Robert Vitikacs
x12350

Chief/Management Information Systems Division
Ernest W. Von Kauffmann
x8369

TSA 1986 Sales Promotion Calendar

Month	Event
January	January Jamboree
April	Shower of Values
July	Statue of Liberty Sale
October	10th Anniversary Sale-a-bration

TSA Commissary Sales By Department FY80–FY85*

	Grocery	Meat	Produce	Total
FY80	$ 991,746,296	$257,653,236	$57,799,913	$1,307,199,445
FY81	1,086,715,268	274,544,491	64,971,540	1,426,241,299
FY82	1,151,424,429	281,939,767	67,920,681	1,501,284,877
FY83	1,216,401,995	273,193,907	65,660,654	1,555,256,556
FY84	1,256,697,419	263,381,145	69,896,468	1,589,975,032
FY85	652,685,894	104,545,881	31,775,500	789,007,275

*FY85 sales data are preliminary and include first six months (October–March) only.

ALA
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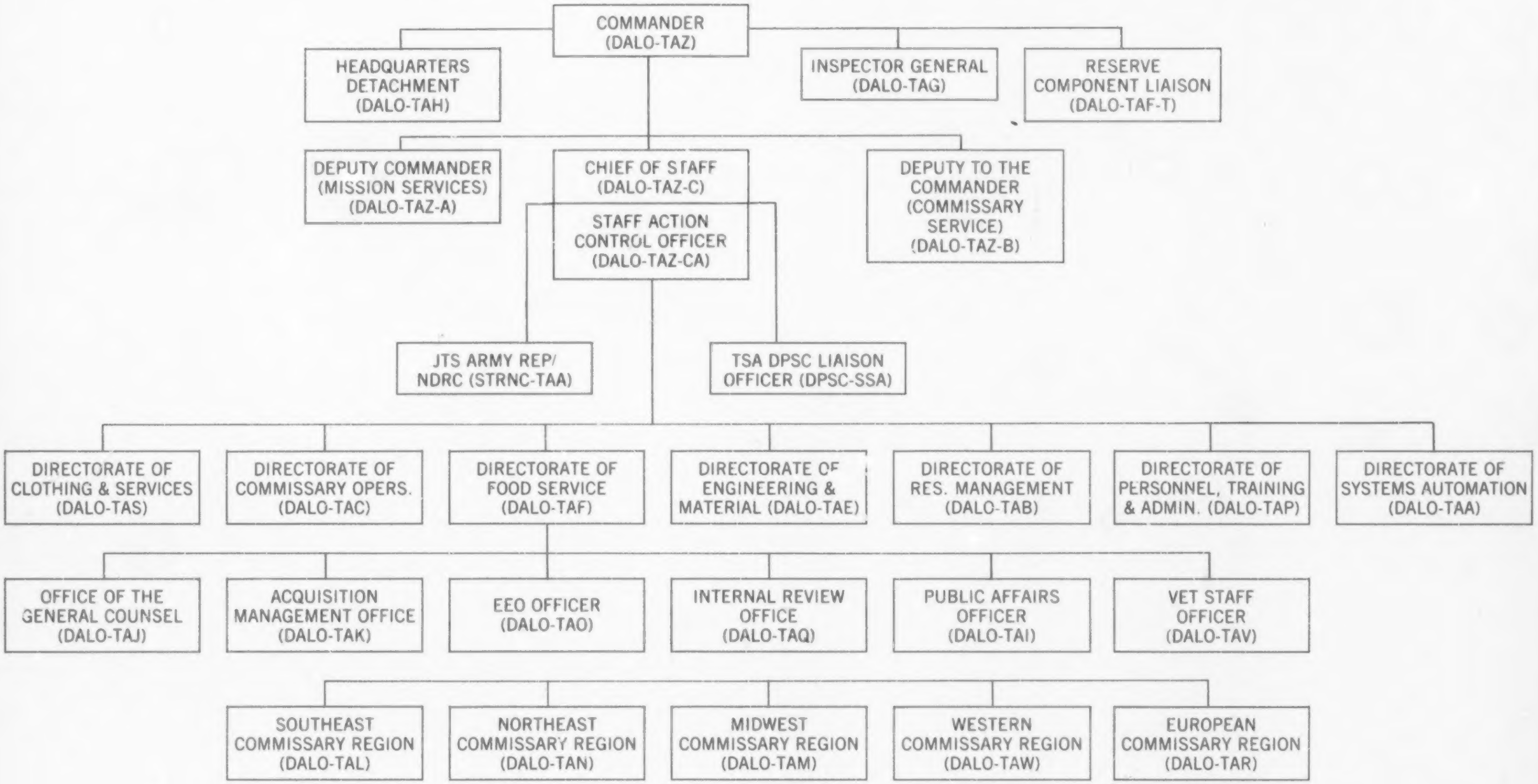
U.S. ARMY TROOP SUPPORT AGENCY


COMMANDER (DALO-TAZ)
HEADQUARTERS DETACHMENT (DALO-TAH)
INSPECTOR GENERAL (DALO-TAG)
RESERVE COMPONENT LIAISON (DALO-TAF-T)
DEPUTY COMMANDER (MISSION SERVICES) (DALO-TAZ-A)
CHIEF OF STAFF (DALO-TAZ-C)
STAFF ACTION CONTROL OFFICER (DALO-TAZ-CA)
DEPUTY TO THE COMMANDER (COMMISSARY SERVICE) (DALO-TAZ-B)
JTS ARMY REP/ NDRC (STRNC-TAA)
TSA DPSC LIAISON OFFICER (DPSC-SSA)
DIRECTORATE OF CLOTHING & SERVICES (DALO-TAS)
DIRECTORATE OF COMMISSARY OPERS. (DALO-TAC)
DIRECTORATE OF FOOD SERVICE (DALO-TAF)
DIRECTORATE OF ENGINEERING & MATERIAL (DALO-TAE)
DIRECTORATE OF RES. MANAGEMENT (DALO-TAB)
DIRECTORATE OF PERSONNEL, TRAINING & ADMIN. (DALO-TAP)
DIRECTORATE OF SYSTEMS AUTOMATION (DALO-TAA)
OFFICE OF THE GENERAL COUNSEL (DALO-TAJ)
ACQUISITION MANAGEMENT OFFICE (DALO-TAK)
EEO OFFICER (DALO-TAO)
INTERNAL REVIEW OFFICE (DALO-TAQ)
PUBLIC AFFAIRS OFFICER (DALO-TAI)
VET STAFF OFFICER (DALO-TAV)
SOUTHEAST COMMISSARY REGION (DALO-TAL)
NORTHEAST COMMISSARY REGION (DALO-TAN)
MIDWEST COMMISSARY REGION (DALO-TAM)
WESTERN COMMISSARY REGION (DALO-TAW)
EUROPEAN COMMISSARY REGION (DALO-TAR)

U.S. COAST GUARD (RESALE SYSTEMS DIVISION)

Address:
Commandant
U.S. Coast Guard (G-FRS)
Washington, D.C. 20593
Phone: (202) 755-9490
Chief, Resale Systems Division: Commander Jack Voden, USCG

CDR Voden

Key Personnel

Chief, Resale Systems Division
CDR Jack Voden, USCG
(202) 755-9490

Assistant Chief, Resale Systems Division
Mark E. Carscallen
(202) 755-9490

Program Analyst
Ralph J. Driscoll
(202) 755-9490

Buying Procedures

The Coast Guard Resale System operates under a decentralized management concept. Each unit has its own centralized nonappropriated fund activity (NAFA) administrative office to manage all exchange activities and package stores at that unit. Coast Guard headquarters does not maintain detailed information about the various activities of each unit NAFA; therefore, specific inquiries in this regard should be addressed directly to individual units.

Although Coast Guard exchanges, clubs and package stores observe the item, price, and cost limitations imposed on their equivalents within the Department of Defense, they are free to purchase merchandise from any legal source at the best price. Usually the same price agreements with the Navy Resale and Services Support Office or the Army and Air Force Exchange Service are available to the Coast Guard. Many of the larger Coast Guard units subscribe to the Navy price agreement bulletins (PABs).

Coast Guard headquarters also gives administrative support to two appropriated fund commissary stores at Governors Island, NY and Kodiak, AK. When DPSC or local contracts are available, procurement for commissary activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determination as to local source procurement is made on the approval of the Coast Guard District Contract Officer.

In addition, the Financial Resale Systems Division provides support to Coast Guard appropriated fund uniform stores.

Nonappropriated Fund Activities & NAFA Officers

USCG Air Station Cape Cod
Otis AFB, MA 02542
LT Ted Montgomery, USCG
(617) 968-5635

USCG Support Center Boston
427 Commercial Street
Boston, MA 02109
CWO John Eve, USCG
(617) 223-3373

USCG Base
259 High Street
South Portland, ME 04106
CWO Jim Agar, USCG
(203) 799-5530

Third Coast Guard District

USCG Support Center New York
Governors Island
New York, NY 10004
LCDR Charles McCarthy, USCG
(212) 668-7354

USCG Air Station
Floyd Bennett Field
Brooklyn, NY 11234
CWO C. Newton, USCG
(212) 615-2465

Fifth Coast Guard District

USCG Support Center Elizabeth City
Elizabeth City, NC 27909
CWO Ed Reecely, USCG
(919) 338-3941/ext. 471

USCG Support Center
4000 Coast Guard Blvd.
Portsmouth, VA 23703
CWO C. Trojak, USCG
(804) 483-8612

Seventh Coast Guard District

USCG Base San Juan
P.O. Box S2029
San Juan, PR 00903
W. Leon
(809) 725-5671

USCG Base Miami Beach
100 MacArthur Causeway
Miami Beach, FL 33139
CWO John Sparrow, USCG
(305) 672-7443

USCG Group St. Petersburg
600 Eighth Avenue, SE
St. Petersburg, FL 33701
CWO Tom Ballard, USCG
(813) 893-3454

USCG Air Station Borinquen
Aquadilla, PR 00604
Ms P. Mercado
(809) 890-3127

USCG Air Station Miami
Opa Locka Airport
Opa Locka, FL 33054
CWO Earl Hutchens, USCG
(305) 681-3591

Eighth Coast Guard District

USCG Base Mobile
Bldg. 101 Brookley Complex
Mobile, AL 36615
CWO Robert Brickweedde, USCG
(205) 690-2240

Ninth Coast Guard District

Ninth Coast Guard District
703 Eagle Avenue
Cleveland, OH 44115
CWO Maurice Gardner, USCG
(216) 522-4436

USCG Air Station
Traverse City, MI 49684
LCDR Bill Biggar, USCG
(616) 946-4650

Thirteenth Coast Guard District

USCG Support Center
1519 Alaska Way South
Seattle, WA 98134
CWO William Hoit, USCG
(206) 442-4371

USCG Group Astoria
Box 950, Route 1
Warrenton, OR 97146
CWO Donald Nolan, USCG
(503) 325-4120

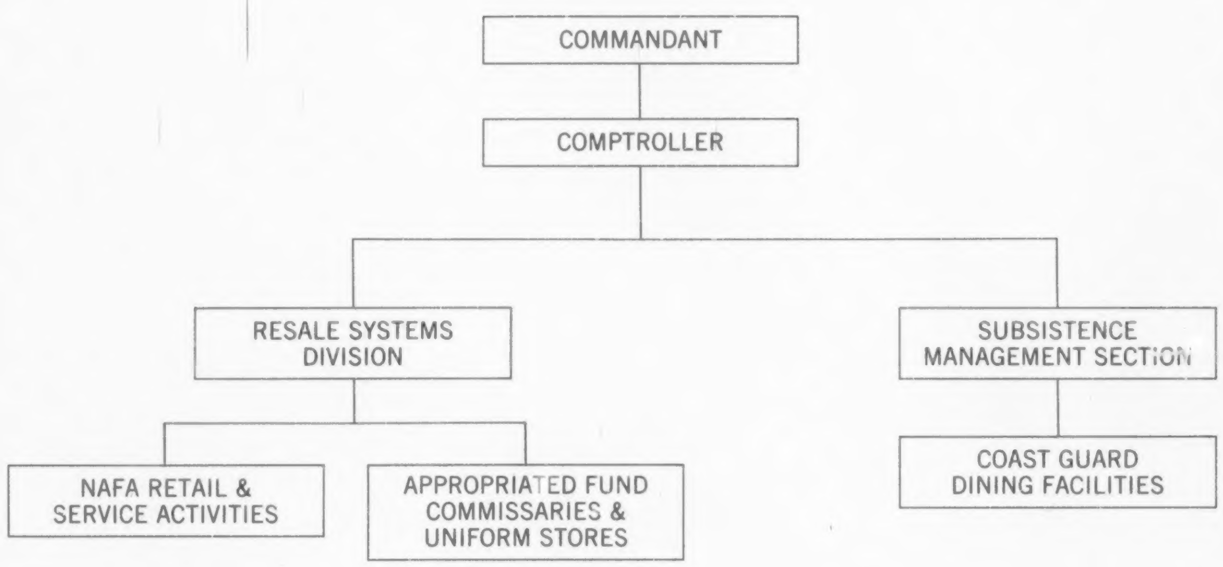
USCG Air Station
2000 Connecticut Avenue
North Bend, OR 97459
CWO Michael Smell, USCG
(503) 756-4141

USCG Air Station
Port Angeles, WA 99362
CWO Jim Bandhauer, USCG
(206) 457-4401/ext. 264

Fourteenth Coast Guard District

USCG Base
P.O. Box 499
Honolulu, Oahu, HI 96809
LT Larry Nelson, USCG
(808) 546-7188

U.S. COAST GUARD


COMMANDANT
COMPTROLLER
RESALE SYSTEMS DIVISION
SUBSISTENCE MANAGEMENT SECTION
NAFA RETAIL & SERVICE ACTIVITIES
APPROPRIATED FUND COMMISSARIES & UNIFORM STORES
COAST GUARD DINING FACILITIES

U.S. Coast Guard (Resale Systems Division)

Seventeenth Coast Guard District

USCG Support Center
Kodiak, AK 99619
LT Ronald Johnson, USCG
(907) 487-5353

Headquarters Units

USCG Academy
New London, CT 06320
LT John Kress, USCG
(203) 444-8444/ext. 540

USCG ATC Mobile
Mobile, AL 36608
LT Jim McKnight, USCG
(205) 534-9319

USCG TRACEN Petaluma
Petaluma, CA 94952
CWO B. Griffen, USCG
(707) 778-2304

USCG Reserve Training Center
Yorktown, VA 23690
LT Jerry Lecato, USCG
FTS 827-2011

USCG Training Center
Alameda, CA 94501
CWO Bill O'Boyle, USCG
(415) 273-6181

Coast Guard Commissary Stores

USCG Support Center
Bldg. 680
Governors Island
New York, NY 10004
Manager: Bob Usiak
(212) 668-7348/3425
FY84 Sales: $3,654,000

USCG Support Center
P.O. Box 14
Kodiak, AK 99619
Manager: CWO Al Haven, USCG
(907) 487-5209
FY84 Sales: $3,178,000

Coast Guard NAFA Sales
FY81–FY84

NAF Activity	**FY81**	**FY82**	**FY83**	**FY84**
Exchanges	$49,800,000	$49,824,000	$ 55,000,000	$ 52,443,000
Clubs	5,500,000	4,950,000	2,500,000	3,275,000
Package Stores	16,400,000	16,550,000	17,000,000	16,442,000
Grocery Stores	21,500,000	22,400,000	22,000,000	20,209,000
Direct Vending/Services	—	—	9,800,000	8,931,000
Total	**$93,200,000**	**$93,724,000**	**$106,300,000**	**$101,300,000**

Note: Direct vending and services sales data for FY81–FY82 is excluded for summary purposes.

U.S. COAST GUARD (SUBSISTENCE MANAGEMENT SECTION)

Commandant (G-FPS-2)
U.S. Coast Guard
Washington, D.C. 20593
Location:
2100 Second Street, S.W.
Washington, D.C. 20593
Phone: (202) 755-4154
Chief, Subsistence Management Section: ENS R.M. Brady, USCGR

ENS Brady

Key Personnel
Subsistence Management Section

Chief
ENS Robert M. Brady, USCGR
(202) 755-4154

Assistant Chief
CWO Opry Malonzo, USCG
(202) 755-4154

Coast Guard Dining Facility Analyst
SSCS Leo Cachuela, USCG
(202) 755-4154

Coast Guard Dining Facility Analyst
SSCS Rodie Tarr, USCG
(202) 755-4154

Buying Procedures

The Coast Guard Subsistence Management Section gives headquarters administrative support to some 405 Coast Guard dining facilities worldwide. The Subsistence Management Section operates under a centralized management concept from Coast Guard headquarters. Coast Guard Headquarters maintains detailed information about the various activities of each unit.

When DPSC or local contracts are available procurement for subsistence and food service activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determinations as to local source procurement are made on the approval of the Coast Guard District Contract Officer.

U.S. MARINE CORPS (COMMISSARY SERVICE BRANCH)

Location: Commonwealth Bldg.,
Room 672
1300 Wilson Blvd., Arlington
(Rosslyn), VA
Mailing Address: Hqrts., U.S.
Marine Corps,
Code LFS-1, Washington, D.C.
20380
Telephone: (202) 694-8616

BGen Hoar

Robert Oliver

Joseph Jeu

Key Personnel

Director, Facilities and Services Division
BGen Joseph P. Hoar, USMC
(202) 694-2588

Head, Services Branch
Robert J. Oliver
(202) 694-2571

Commissary Program Manager
Joseph H. Jeu
(202) 694-8616

Program Analyst
Pamela Pervier LaRue
(202) 694-8616

Buying Procedures

Vendors who are interested in marketing their products in Marine Corps commissary stores are encouraged to contact the East and West Coast Commissary Complex offices and each individual commissary store. Purchasing of authorized items is based upon anticipated customer demand, price and quality. Any individual or vendor may continue to forward descriptive literature and price information to the individual commissary stores for consideration.

Sales Promotions: Marine Corps commissaries are prepared to avail themselves of all seasonal, holiday and unplanned promotional campaigns offered by vendors at any time so the commissary patron may benefit from the reduced prices throughout the year.

West Coast Commissary Complex Distribution Center & Stores Served

West Coast Commissary Complex
Marine Corps Air Station
El Toro, CA 92709
Complex Director: Richard Majeski
(714) 651-2124/2140

Commissary Store
Marine Corps Air Station
El Toro, CA 92709
Manager: Joseph (Rocky) Jones
(714) 651-3748

Commissary Store (San Onofre)
Marine Corps Base
Camp Pendleton, CA 92055
Manager: Alvin (Al) Lopez
(619) 725-7903

Commissary Store
Marine Corps Base
Camp Pendleton, CA 92055
Manager: James (Jim) Harrison
(619) 725-3819

Commissary Store
Marine Corps Logistics Base
Barstow, CA 92311
Manager: Ivone (Chuck) Roberts
(619) 577-6403

Commissary Store
Marine Corps Air-Ground Combat Center
Twentynine Palms, CA 92278
Manager: Don Gibson
(619) 368-6606

Commissary Store
Marine Corps Air Station
Yuma, AZ 85364
Manager: Don Evans
(602) 726-2245

Commissary Store
Marine Corps Air Station
(Iwakuni, Japan)
FPO Seattle 98764
Manager: Liasandro M. Gomez
O/S Operator: (0827) 21-4171

East Coast Complex Distribution Center & Stores Served

East Coast Commissary Complex
Marine Corps Base
Camp Lejeune, NC 28542
Complex Director: Mary S. Wood
(919) 451-5923

Commissary Store
Marine Corps Base (Tarawa Terrace)
Camp Lejeune, NC 28542
Manager: Merwin Marshburn
(919) 451-2074

Commissary Store
Marine Corps Recruit Depot
Parris Island, SC 29905
Manager: Wally Cole
(801) 525-2239

Commissary Store
Marine Corps Base (Hadnot Point)
Camp Lejeune, NC 28542
Manager: Alan Jones
(919) 451-2172

Commissary Store
Marine Corps Air Station (H), New River
Jacksonville, NC 28545
Manager: David Wiggins
(919) 455-6395

Commissary Store
Marine Corps Air Station
Cherry Point, NC 28533
Manager: Phil Recchia
(919) 447-2061

Independent Stores

Commissary Store*
Marine Corps Logistics Base
Albany, GA 31704
Manager: Charles Batchelor
(912) 435-5258

Commissary Store**
Marine Corps Air Station
Kaneohe Bay, HI 96863
Manager: Harlan Kurisu
(808) 261-4681

Commissary Store*
Marine Corps Development & Education Command
Quantico, VA 22134
Manager: Arnold Glaz
(703) 640-2476

*Anticipate complexing under East Coast Complex FY86.
**Anticipate complexing under West Coast Complex FY86.

Marine Commissary Sales ($ In Millions)

FY	Sales	% Increase
76	82.4	—
77	86.4	4.9
78	92.8	7.4
79	100.8	8.6
80	108.0	7.1
81	119.9	11.0
82	125.5	4.7
83	132.8	5.8
84	151.0	13.7

U.S. MARINE CORPS (EXCHANGE SERVICE BRANCH)

Location: Bldg. #3044, Marine Corps Base, Quantico, VA
Mailing Address: Marine Corps Exchange Service
P.O. Box 1834, Quantico, VA 22134-0834
Phone: (703) 640-6156
Head: Colonel William R. Irwin, USMC

Col. Irwin

Carl Land

Key Personnel

Head
Col. William R. Irwin, USMC
(703) 640-6156

Assistant Head
Carlton E. Land
(703) 640-6156

Operations Officer
Irv Feinberg
(703) 640-6156

Administrative Assistant to the Operations Officer
Mary Raines
(703) 640-6156

Coordinator, Military Clothing Sales
Corinne Rosema
(703) 640-6156

Chief Auditor
Eugene W. Houser
(703) 640-6156

Personnel Officer
Anthony Parrish
(703) 640-6156

Training Specialist
Sam Pitts
(703) 640-6156

Controller
Devon Mogan
(703) 640-6156

Administration Officer
Raymond J. Glodowski
(703) 640-6156

Data Processing Manager
Vic Culp
(703) 640-6156

Management Information Systems
Howard Watson
(703) 640-6156

Buying Procedures

There is only one way of doing business with the Marine Corps Exchange system and that is to deal directly with each individual exchange. The Marine Corps operates a decentralized system in which each exchange is the responsibility of the local installation commander.

Categories of merchandise and price limitations on merchandise sold by Marine Corps exchanges in CONUS are established by the Armed Services Exchange Regulations and approved by Congress. These limitations do not apply to overseas exchanges. Purchasing of authorized items is based upon customer demand at the local exchange level. Any individual or vendor may contact the exchange for an appointment or may forward descriptive information and prices to the exchange for consideration.

Domestic Exchange Stores & Managers

Marine Corps Base
Camp Pendleton, CA 92055-5003
Lt. Col. Ben W. King, USMC
(619) 725-6233

Marine Corps Base
Camp Lejeune, NC 28542-5003
Maj. Dorsey Robinson, USMC
(919) 451-2481

Marine Corps Air Station
El Toro
Santa Ana, CA 92709-5003
Ken W. Lewis
(714) 551-6532

Marine Corps Development and Education Command
Quantico, VA 22134-0229
Lt. Col. Thomas Loughlin, USMC
(703) 640-7171

Marine Corps Recruit Depot
San Diego, CA 92140-5003
Jerry Falco
(619) 297-2500

Marine Corps Recruit Depot
Parris Island, SC 29905-5003
Maj. Gerald Schoppe, USMC
(803) 525-3301

Marine Corps Air Ground Combat Center
Twentynine Palms, CA 92278-5003
Capt. Ralph Diaz, USMC
(619) 368-6163

Marine Corps Air Station
Cherry Point, NC 28533-5003
Capt. Mike B. Hayes, USMC
(919) 447-4223

Headquarters Battalion, HQMC
Henderson Hall
Arlington, VA 22214-5003
Capt. Mary L. Hicks, USMC
(703) 979-8420

Marine Corps Air Station
Yuma, AZ 85364-5003
Lt. Walter Gillies, USMC
(602) 726-2363

Camp Elmore
U.S. Marine Corps
Norfolk, VA 23511-5003
Lt. Billy E. Athey, USMC
(804) 423-1187

Marine Corps Logistics Base
Albany, GA 31704-5003
Lt. Richard L. French, USMC
(912) 888-6801

Marine Corps Logistics Base
Barstow, CA 92311-5003
Lt. Mike Olson, USMC
(619) 256-0212

Overseas Exchange Stores & Managers

Marine Corps Air Station
Kaneohe Bay, HI 96863-5003
Lt. Pat J. Stokes, USMC
(808) 257-2111

Marine Corps Air Station
Iwakuni, Japan
FPO Seattle 98764-0003
Capt. Tom L'Huillier, USMC
O/S Operator: 087-21-4171

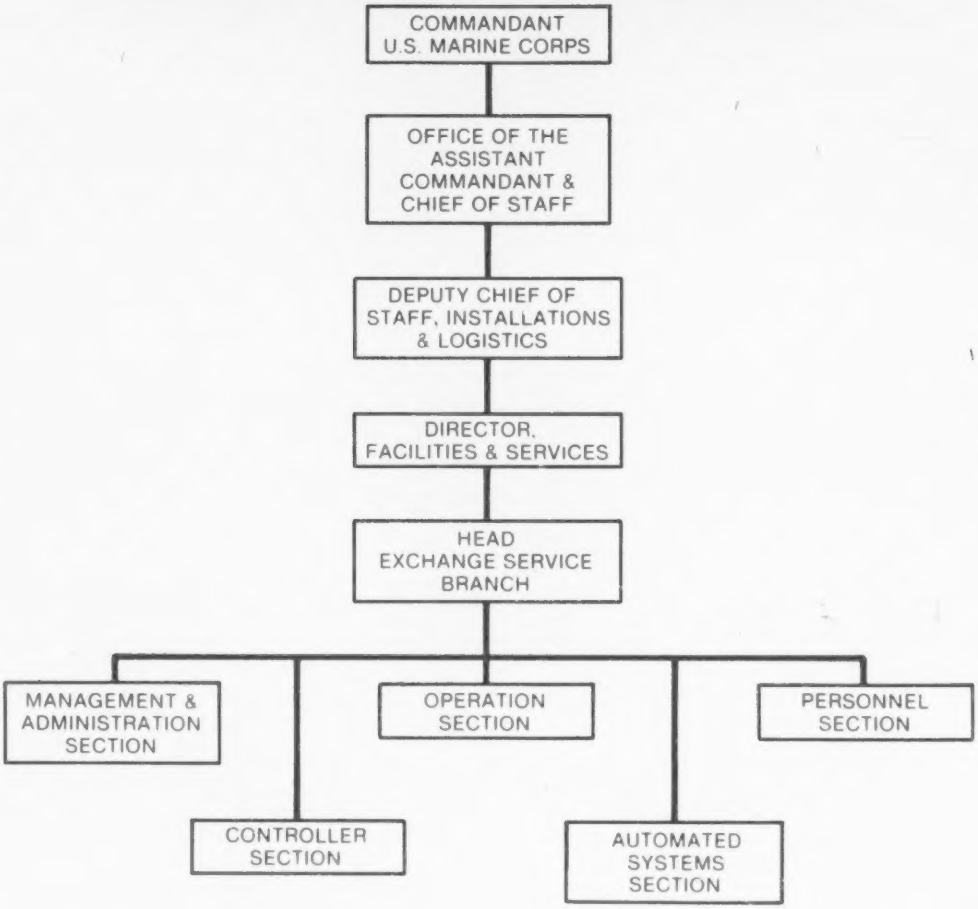
Marine Barracks, Box 32
Guantanamo Bay, Cuba
FPO New York 09593-9000
CWO David Babicki, USMC
O/S Operator: 2570

Marine Barracks
Panama
FPO Miami 34061-9000
Herman J. Rijifkogel
O/S Operator: 84-5374

Sales Promotion Events

Each individual Marine Corps exchange plans, develops, coordinates and maintains its own calendar of special or themed sales promotion activities. Many of the sales promotion event themes used by the Navy Exchange Program are also employed by individual Marine exchanges. Specific dates for particular events are at best approximate and may vary by location. Only one event—the Annual Anniversary Sale, scheduled mid-September each year—is planned and directed by the Marine Corps Exchange Service Branch in Quantico, VA. Typical exchange sales promotion events include: Valentine's Day; Washington's Birthday; Easter; Back-to-School (late August); Thanksgiving; and Christmas. For additional information and prevailing calendar dates call or write to the individual exchange stores listed on this page.

U.S. MARINE CORPS EXCHANGE SERVICE BRANCH


COMMANDANT U.S. MARINE CORPS
OFFICE OF THE ASSISTANT COMMANDANT & CHIEF OF STAFF
DEPUTY CHIEF OF STAFF, INSTALLATIONS & LOGISTICS
DIRECTOR, FACILITIES & SERVICES
HEAD EXCHANGE SERVICE BRANCH
MANAGEMENT & ADMINISTRATION SECTION
CONTROLLER SECTION
OPERATION SECTION
AUTOMATED SYSTEMS SECTION
PERSONNEL SECTION

VETERANS CANTEEN SERVICE (VCS)

Central Office (133)
Veterans Administration
810 Vermont Avenue, N.W.
Washington, D.C. 20240
Phone: (202) 376-8132
Acting Director: Dr. Robert A. Leyton

Dr. Robert Leyton

Key Personnel

Acting Director
Dr. Robert A. Leyton
(202) 376-8132

Deputy Director for Operations
Dr. Robert A. Leyton
(202) 376-8133

Deputy Director for Administration
(Position Vacant)
(202) 376-8133

Merchandise Division & Buyers

Chief, Merchandise Division
Neil C. Whittle
(202) 376-8140

Buyer for Men's Clothing
Russell Bouck
(202) 376-8141

Buyer for Toiletries/Fragrances
Ellen K. Hennessy
(202) 376-8142

Buyer for Ladies Clothing, Accessories & Intimate Apparel
Mary Anne Melville
(202) 376-8142

Buyer for Tobacco and Equipment
Gwendolyn F. Smith
(202) 376-8142

Buyer for Candy/Sundries
David W. Sorensen
(202) 376-8142

VCS Finance Center

VCS Finance Center
Federal Building
405 S. Tucker Boulevard
St. Louis, MO 63101
Director: Art Austermann
Assistant Director: Paul Freiert

VCS Buying Procedures

The majority of retail Veterans Canteen Service procurement is handled from its Washington, D.C.-based central office. Vendors are prohibited from calling on canteens at VA Medical Centers. The procurement process at VCS Central Office has proved both effective and simple. Vendors work with Merchandise Division buyers to negotiate item and terms.

Merchandise Committee meetings are held weekly; at that time merchandise selection, additions or deletions of sources, policy matters, etc., are determined. When an agreement is reached, a Purchase Order-Price Agreement List (PO-PAL) is issued which sets forth terms, cost and retail selling price of each item. This PO-PAL is sent to each canteen in the system.

The Canteen Chiefs select items for their individual canteens. Certain basic items, which are contained in the VCS Basic Merchandise List, are required to be stocked. Beyond that, it is a personalized selection process with attention paid to local or regional tastes or needs.

The VCS has no national warehousing facilities; all shipments ordered by canteens go directly from the manufacturer to the ordering canteen.

The VCS Birthday Sale

Each year VCS celebrates its founding—by saying "Thank you" to all its customers. This is done through the annual Birthday Sale. It is more than just a sale—it is a morale booster for VA patients.

The sale has a theme—one year the circus, another the West, yet another baseball. Special foods and prices are offered in the canteen cafeterias. Retail store employees get into the spirit and dress up as characters compatible with the theme. The 1984 sale, which celebrated VCS's 38th Birthday, was held July 31, August 1 and 2. America's Olympic athletes were honored with a USA '84 theme. Retail stores were decked out in red, white and blue, with banners and pictures portraying American athletes. Most employees wore patriotic colors and all wore specially-ordered athletic visor caps, with the USA '84 logo on them. Special merchandise featuring outstanding consumer values made for a winning atmosphere.

Not one to be left behind at the starting line, VCS food service generated its own excitement. In addition to the traditional free slice of Birthday cake, VCS had "state-ly specials," dishes which made a culinary bow to some of the 50 states. These specials included Pennsylvania Potato and Eggs Scramble at 84¢, Iowa Corn Fritters with syrup at 38¢, an Alabama Barbequed Chicken Luncheon at $1.38, and New York Lentil Soup at 38¢.

Plans for the annual event start in September with most aspects, including food and merchandise selections, completed by January. The theme is usually the one which receives the most votes from Canteen Chiefs, who respond each year to a list of suggestions. This poll, along with recommendations and information from the Chiefs, is part of the annual review in the process of planning VCS' biggest yearly celebration—it's own Birthday.

Red Tag Program

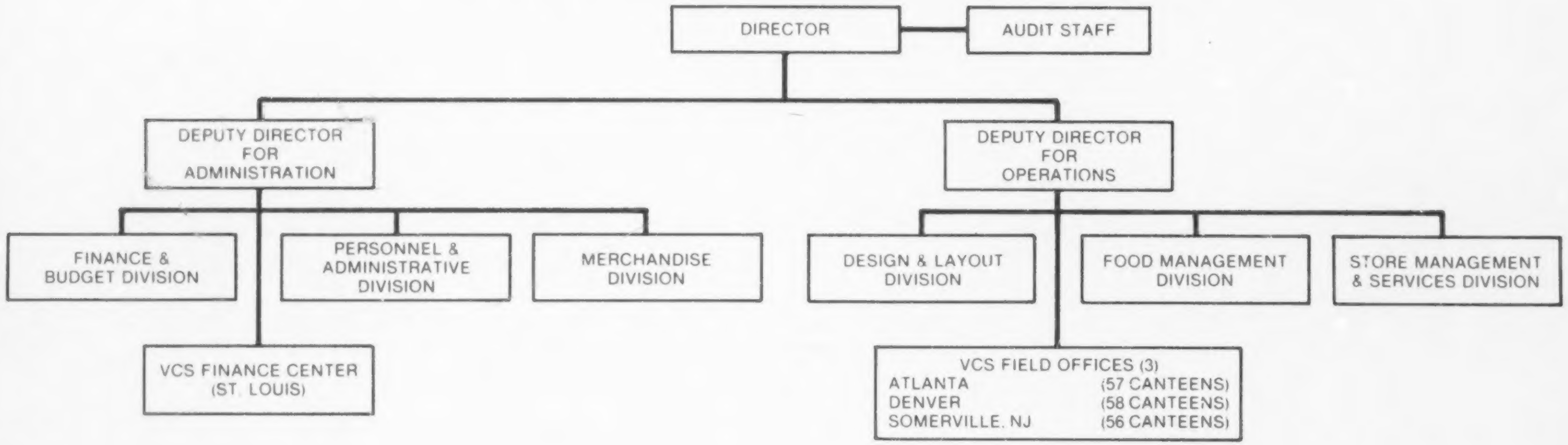
Special priced merchandise offered for a temporary period of time is known as a Red Tag Special. These promotions may be basic stock, new items or manufacturer's closeouts. The VCS Red Tag Program is similar to those large chain stores have sometimes called weekend specials, or cents-off promotions. Items sold at a Red Tag Special price have a red label attached. The maximum time normally allowed for promotion of an item is up to ten days, although shorter periods are encouraged.

VCS Sales by Department FY82–FY85*

Department	FY82	FY83	FY84	FY85*
Retail	100,480,853	105,998,479	104,069,946	69,955,251
Manual Food	48,199,514	50,897,002	54,843,458	38,055,313
Automatic Food	6,458,345	6,722,732	7,118,536	4,756,989
Automatic Beverage	10,583,697	11,246,182	11,898,322	7,812,208
Service Departments	4,549,295	4,673,300	4,634,527	2,985,071
Total	**$170,271,703**	**$179,537,695**	**$182,564,789**	**$123,564,832**

*First 8 months.

VETERANS CANTEEN SERVICE


DIRECTOR
AUDIT STAFF
DEPUTY DIRECTOR FOR ADMINISTRATION
DEPUTY DIRECTOR FOR OPERATIONS
FINANCE & BUDGET DIVISION
PERSONNEL & ADMINISTRATIVE DIVISION
MERCHANDISE DIVISION
DESIGN & LAYOUT DIVISION
FOOD MANAGEMENT DIVISION
STORE MANAGEMENT & SERVICES DIVISION
VCS FINANCE CENTER (ST. LOUIS)
VCS FIELD OFFICES (3)
ATLANTA (57 CANTEENS)
DENVER (58 CANTEENS)
SOMERVILLE, NJ (56 CANTEENS)

INDEX TO MILITARY RESALE PROFESSIONALS

This index is designed to help you quickly locate all professionals listed with the military and government resale or support agencies between pages 147–243. Key DoD officials included in the "Who's Who In the Military Market" (see pages 140–141) may also be found in this index. If you know someone's name but have little or no idea of their organization affiliation simply locate the name in the alphabetical sequence and turn to the appropriate page.

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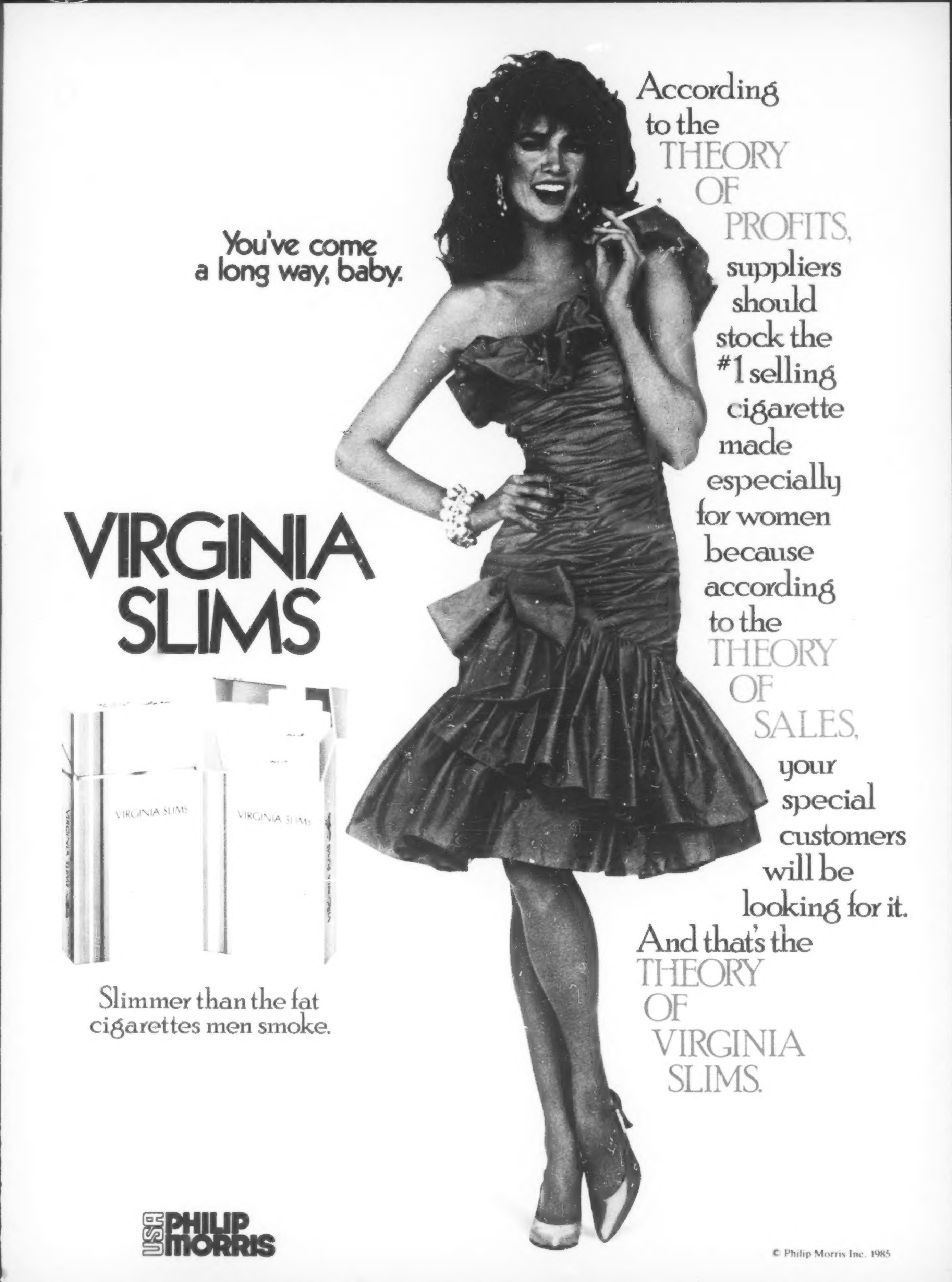

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